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- Raw Materials
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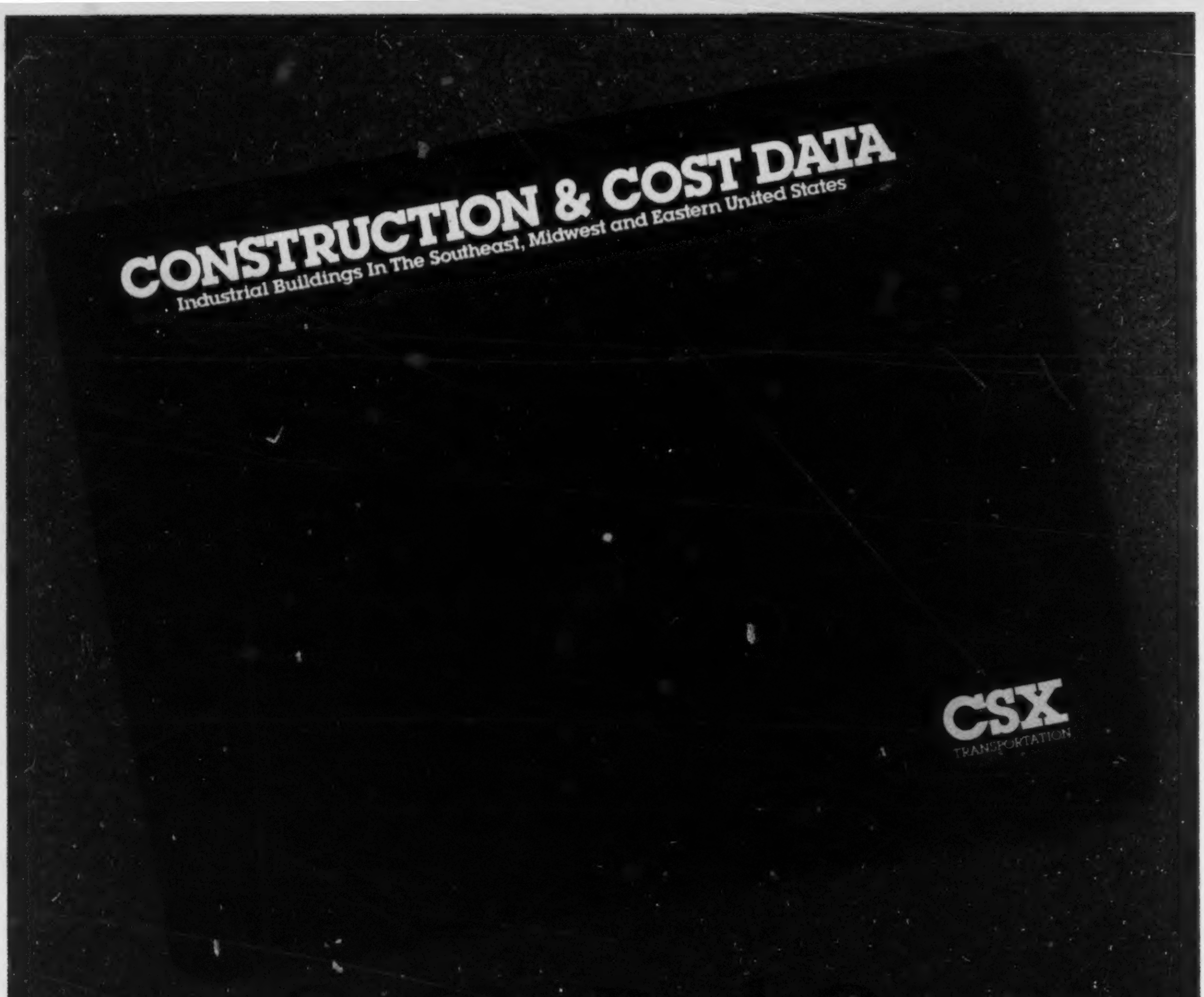
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Plant LOCATION 1990

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POWER INCENTIVES

Business recruitment is no longer the only game in town. Utilities are now involved in broad-based economic development programs.

by William T. Whitehead
Director, Development Advisory Services
PHH Fantus Corporation

The role of utilities in economic development is changing and growing in scope. Utilities have always been active in economic development, but until recently their assistance was usually focused on marketing and business attraction activities, such as display advertising, prospecting trips, and providing site selection information.

Utilities are now actively engaged in a variety of broad-based economic development programs to strengthen the communities they serve and provide more job opportunities in the process. Program initiatives include:

- Innovative business retention programs
- Utility rate incentives
- Business financing
- Real estate development projects
- Community improvement programs
- Education and training assistance

Deregulation is one of the forces bringing about greater utility provider involvement in economic development; utilities find themselves competing for investment like never before. And, by supporting broad-based development in its service area, a utility helps to ensure a solid and growing customer base for its services.

Business recruitment

Business recruitment is still an important function for most utilities. But even here, utilities are constantly developing new ways to help inform businesses about their locational benefits. A key trend is the development of highly sophisticated business briefing centers using the latest video technology.

Georgia Power's Business Location Center in Atlanta has up-to-date information on over 160 communities throughout the state.

The effectiveness of the briefing center technique is attested to by the number of other utility companies now using this approach. Oklahoma Gas and Electric opened a modern briefing center in Oklahoma City about a year ago, and several other utilities have them under development, including Northern Indiana Public Service and Illinois Power.

Both Georgia Power and Oklahoma Gas and Electric feature information on the whole state. Atlanta and Oklahoma are each state capitols, and the briefing centers are located near the state development offices.

This makes it easy for prospects to visit their briefing centers during the initial stages of site selection.

Arkansas Power & Light offers a five-year reduction in demand charges to new or expanding firms adding 500 kw or more of new load.

Business retention

As a corporate site seeker, it is important to know your firm won't be forgotten after you have made the location decision. Numerous utilities play an active role assisting firms in their areas to be more competitive.

One important technique is to provide technology assistance to existing companies. For example, Public Service Indiana hires consultants to audit the manufacturing technology used by companies in its service area to make sure that it is competitive with other firms in the industry. These technology audits are typically provided free of charge to PSI customers. Arkansas Power & Light has a similar program in place.

Carolina Power and Light provides a number of important services to existing business and industry, including industrial energy audits to help customers identify ways to lower their power bill and regularly scheduled seminars on state-of-the-art production equipment.

Special rates

A number of utility companies, particularly electric power companies, offer rate incentives to encourage business investment. Since their introduction in New York City in 1981, incentive rates have spread across the country and are now offered by scores of utilties.

Arkansas Power & Light's incentive rate is typical of those offered. It offers a five-year reduction in demand charges to new and expanding firms adding 500 kw or more of new load. The rate is structured on a

Cogeneration Venture Inspires Growth

North America's largest combined-cycle cogeneration plant —the Midland Cogeneration Venture (MCV)— began commercial operation in Midland, MI (pop. 38,000) in March.

Just three years ago, the 1,000-acre MCV site was home to an abandoned nuclear cogeneration plant. The nuclear plant had been a joint venture between Dow Chemical, which employs 8,200 workers in Midland, and Consumers Power Company (CPCo). The project was abandoned after a series of construction errors, delays, price increases, and environmental controversy.

However, CPCo was convinced that Michigan would encounter power supply problems if another major source was not brought in. The company assessed that a natural gas source was best, rather than coal or nuclear fuel, because it was cheaper, burned cleaner and has a better-known technology. Eventually, local industry and Dow Chemical and six other investors were won over to the idea.

A challenge

"I saw it as a challenge and an opportunity to take something that had failed and turn it around," says Rodney Boulanger, president and CEO of the MCV.

It took approximately $675 million to retrofit the nuclear plant to convert natural gas to steam and electricity. Some $1.5 billion worth of the nuclear plant's equipment is in use at the new facility. In contrast, 17 years and $4 billion had been invested in the nuclear plant before the project was cancelled in 1984.

The natural-gas powered wholesaler has the capacity to produce up to 1,370 megawatts of electricity (enough to power a city of one million) and up to 1.35 pounds per hour of steam. Dow Chemical, in close proximity to the plant, has direct access to the facility's steam. Electricity is supplied to CPCo, Michigan's largest utility.

Midland boom

Eventually 110 workers will be employed at the plant. However, the big story so far is the economic boom generated by the MCV.

Conversion of the nuclear power plant allowed the city and county to go ahead with growth plans, says Joseph L. Bevirt, executive director of the Midland County Economic Development Corp.

"MCV is important because it is a resurrection," notes Bevirt. "It is also a reemphasis by Dow Chemical and Dow Corning that Midland is an important part of their future plans." (Dow had originally located in the area because of Midland's natural brine wells.)

Dow Corning is building a $27 million research center, while Dow Chemical invested an estimated $150 million in construction in the Midland area last year, including a $34 million analytical lab.

Also coinciding with the groundbreaking and development of the MCV is Midland's 90% jump in building permits in the three-year period beginning in 1987. Fully funded projects totalling $1.8 billion are currently under construction.

Bottom-line benefits

Citing the county's bottom-line benefits, the Midland Partnership for Business Growth notes that equity participation in the MCV and location of a plant in the vicinity of the facility offer a company the opportunity to contract for steam and electricity at "favorable long-term rates." In addition, "MCV partners may be able to lock in a negotiated rate for up to 10 years." —*T.M.*

sliding scale and is phased in over a five-year period, beginning with a 50 percent reduction in year one, 40 percent in year two, 30 percent in year three, 20 percent in year four, and 10 percent in year five.

Although not widely offered, two other types of rate incentives can provide meaningful savings for power-intensive industries: Real time pricing and new load demand charge reductions:

- *Real Time Pricing.* This incentive involves communicating electric power cost information to firms on a sub-hourly basis and allowing them to adjust energy purchases accordingly. It is designed for electric power-intensive companies which are able to interrupt and adjust energy consumption on short notice. Real time pricing requires a significant investment by the power provider, in sophisticated power dispatching equipment.
- *Reduced Demand Charge.* Offered by some power providers during the first year of a new facility's operation. It allows a company to balance its electric load during the critical start-up period without incurring

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excessive demand charges. Facilities with large electric motor loads and other power-intensive equipment can benefit from this incentive.

Innovative business financing

Increasingly, utility companies play an active financing role to encourage business retention and small business growth. This is in response to the clear trend that a large part of any area's job growth comes from existing business and the start-up and expansion of entrepreneurial firms.

Minnesota Power and Light was one of the first utilities to establish a direct loan program for its service area companies. Capitalized at $4 million in 1984, Minnesota Power has made 76 loans totalling $6.7 million over the past five years. The loan fund is available for business start-up, expansion, or retention of well-managed but financially troubled firms. Interest rates vary according to loan risk, from a low of three-quarters of prime to a point over prime. The company recently added another $1 million to its available pool of funds.

Additional financing

To help struggling firms in its area, PacifiCorp Electric Operations offers a credit enhancement program which is used to guarantee working capital loans to help retain and restart firms. However, like many utilities, PacifiCorp views itself as a lender of the last resort.

As of last year, rural electric cooperatives now have the ability to make loans and grants to businesses for the purpose of promoting rural economic development and job creation projects. This, under provisions of the Rural Electric Administration's Rural Economic Development Loan and Federal Grant Program. Although not widely used yet, cooperatives such as East Kentucky Power are helping firms develop applications for this funding.

Utility companies also provide critical venture capital to small businesses through both direct investment and funding for organizations that invest in entrepreneurial operations. Minnesota Power has invested $1 million in Northeast Ventures, a venture capital fund established to stimulate small business growth in its service area.

Utility Checklist

Electric

1. Type of generating fuel
2. Generating capacity
3. Planned additional capacity
4. Peak demand
5. Estimated monthly cost (summer and winter)
6. Industrial incentive rate availability
7. Likelihood of industrial/commercial rate increase
8. Date of last increase
9. Pending increase

Natural Gas

1. Estimated monthly cost
2. Number of interruptions (over past 5 years)

Water

1. Estimated monthly cost
2. Total treatment capacity
3. Maximum pumping capacity
4. Total storage capacity
5. Source of water
6. Method of treatment
7. Analysis of treated water (PPM)
8. Analysis of untreated water (PPM)

Wastewater Treatment

1. Estimated monthly cost
2. Method of treatment
3. Capacity
4. Total hydraulic treatment capacity
5. Peak daily usage
6. Average daily usage
7. Waste water discharge limits
8. Monatoriums for industrial customer hookups

Telephone

1. Switching center technology
2. Toll routes/labor routes
3. Availability of dedicated datalines
4. Number of companies using dedicated datalines
5. Number of long-distance access lines
6. Centrex I & Centrex II

Source: PHH Fantus Corp., Chicago, IL. (312) 819-0234

Real estate projects

Utilities are working in a variety of ways to help establish real estate opportunities in the communities they serve, and thus meet the space needs of new and expanding firms.

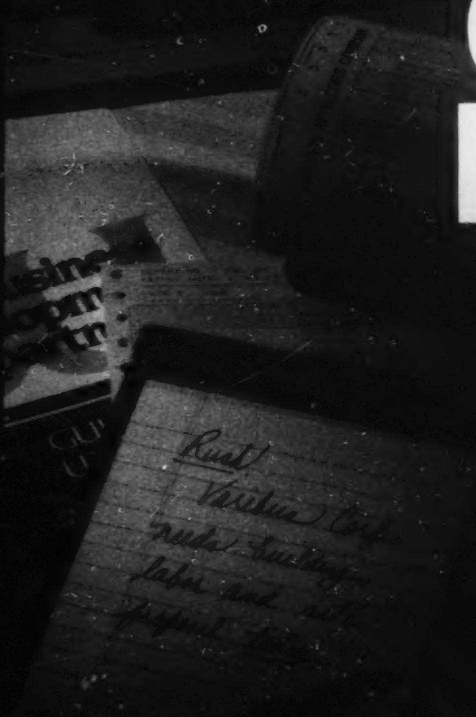
Public Service Oklahoma, East Kentucky Power and New York Power Authority are each working to put under-utilized holdings into more productive use. New York Power is marketing approximately 200 acres of land in upstate New York to attract residential, commercial and industrial development. East Kentucky Power is marketing lands to industrial users near its generating plant in Maysville, KY. And, Public Service Oklahoma is exploring alternative uses for an abandoned generating plant site.

Northern States Power and the City of Mankato, MN jointly own the 90-acre Eastwood Industrial Centre in Mankato and are working together to provide infrastructure in the park. Both NSP and the city will market the site, and they plan to attract light manufacturing operations which will increase NSP's energy efficiency and add to the city's tax base. ☐

PHH Fantus Corporation location consultants is based in Chicago, IL, (312) 819-0234.

Photo page 5: Ethyl Corp., courtesy Arkansas Power & Light Co.

THERE'S MORE WHERE THESE CAME FROM



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DEVELOPMENT LINK

How one telecommunications company promotes the economy and business in its five-state region.

by William E. Dreyer
Executive Vice President
Southwestern Bell Telephone

Southwestern Bell Telephone is selling more than telephone lines and advanced telecommunications systems. It's selling industry to the five-state region it serves—and investing both its money and managers in economic development efforts.

Since the drop in oil prices weakened the economy of the Southwest in the mid-1980s, Southwestern Bell has become a leader in promoting economic development in Arkansas, Kansas, Missouri, Oklahoma and Texas.

The company responded to the challenge of slumping economies with a comprehensive program that included industrial recruitment videotapes, personal involvement of high-level company executives, economic development grants, and more.

Economic development also makes good business sense. What's good for the communities is also good for the company. Oklahoma and Texas' economies have begun to turn around. In 1989, Southwestern Bell gained about 419,000 lines. Still, Southwestern continues to build upon its development activities.

Small business incubators

Because small businesses create the majority of new jobs in America, Southwestern has focused much of its development efforts on them.

Last year the telephone company launched a program to develop incubators for small business. Typical incubators are in buildings where a number of small businesses share office space, equipment, services, and counseling.

The company has contracted with Control Data Corporation to assist 12 communities in our five-state region start small business incubators. These include Pine Bluff, AR; Garden City, KS; Union and Flat River, MO and; Dallas, Midland, Lubbock, Waco, Marshall, Tyler, and Corpus Christi, TX. An incubator is already operating in El Reno, OK, and others are due to open soon.

"Success" seminars

Another small business program—"Success" seminars—was initiated in 1988. The seminars, hosted by Southwestern Bell and the Small Business Administration, offer workshops on practical skills which small business owners need in order to succeed. Successful small business entrepreneurs from across the country conduct the workshops.

Nearly 1,000 business people attended seminars held last year in five cities—Little Rock, Wichita, Houston, El Paso, and Tulsa.

Statewide programs

Southwestern Bell encourages business location and expansion in each of the states it serves. A sum-

TELECOMMUNICATIONS CHECKLIST

To determine your business telecommunications needs in site selection, ask yourself the following questions:

1. Who do you communicate with internally and externally?
2. Who outside your company communicates with you?
3. How do you communicate with them (via voice and data or both or via U.S. Mail)?
4. How many employees do you have? Who needs access to telephones and computers?
5. What kind of voice services do you need?
6. Do you want a person or a machine to answer your incoming calls?
7. Do you want the outside world to be able to call all employees, or certain employees, directly without having to go through a switchboard?
8. What is your calling pattern? Are most of your calls local, long-distance or a combination of both?
9. What kind of data services do you need?
10. Do you use computers?
11. If so, do your computers need to communicate with one another?

Source: Southwestern Bell Telephone

mary of these efforts includes:

Arkansas

For the past four years, Southwestern Bell has loaned company executives to the Arkansas Industrial Development Commission (AIDC) for periods ranging from six months to two years.

They have worked on matching Arkansas manufacturers and suppliers together to benefit both, conducted an inventory of industrial sites in Arkansas' most depressed counties, assisted Arkansas minority businesses in doing business with large industrial companies, and helped set up a new data center for the commission.

The company has also donated new computer software to chambers of commerce in 22 Arkansas cities. The software, DevelopMentor, is designed to match community locational advantages with industry requirements for over 450 economic activities, allowing cities to target businesses they are most able to attract.

Kansas

Kansas is one of the fastest growing telemarketing states in the nation.

Sears and Best Western are two of eight telecommunications companies that have located in Kansas in the past three years. The eight companies, doing business in nine communities including Wichita, have created nearly 4,500 jobs and have added an estimated $20-$25 million to the local payrolls.

Southwestern Bell provided cost analyses and other information in short time-frames to the companies and, in some instances, developed custom telecommunications networks to help communities win a bid.

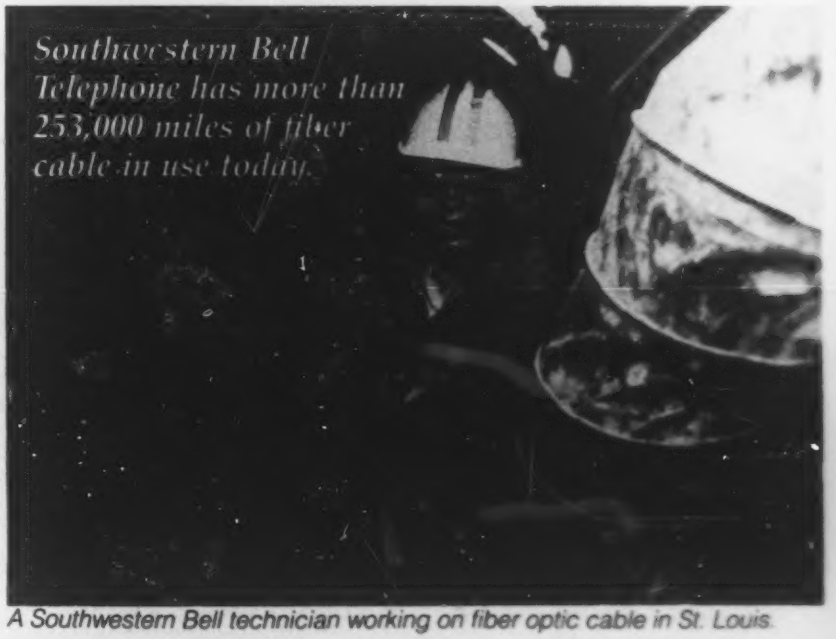
For instance, the company constructed a custom network to meet the voice and data requirements of ASI Market Research, located in Great Bend. ASI, one of the largest market research firms in the nation, was also attracted by Southwestern Bell's state-of-the-art digital switch in Great Bend.

Along with the company's efforts to attract telemarketing firms to Kansas, Southwestern Bell Foundation is offering grants totalling $200,000 over two years to help finance economic development projects that could improve employment opportunities in the state.

The first $160,000 of the Kansas Economic Excellence Program was awarded last year to 23 projects. Among those selected was one designed to promote and market a clearinghouse for high-tech career opportunities. Another will link eight community colleges in central Kansas with Kansas State University to produce localized economic development plans that will be shared statewide.

Missouri

For the past two years, Southwestern Bell has sponsored a three-day conference to provide economic development and leadership skills training for both rural and urban


Southwestern Bell Telephone has more than 253,000 miles of fiber cable in use today.

A Southwestern Bell technician working on fiber optic cable in St. Louis.

community leaders in Missouri. About 180 people participated in the 1989 conference.

In December, the company announced it would contribute $200,000 toward establishing a small business enterprise center, or incubator, in St. Louis. St. Louis city and county governments will operate the incubator.

During the past two years, Southwestern Bell and the city of St. Louis have given a total of $150,000 to business and commercial groups to stimulate small business growth in their neighborhoods as part of the Neighborhood Growth Grant Program.

Oklahoma

The General Business Index is an economic analysis designed to help Oklahoman businesses and state officials in long-term planning.

Developed by Southwestern Bell economist Craig Knutson and the University of Oklahoma, the index studies 30 variables—such as oil rig counts, personal income and salaried employment. (Most economic indexes cover only five or six variables.) Southwestern uses this data to forecast access line needs and also shares the information to help other businesses make informed projections.

The company has produced economic development videos for more than 40 Oklahoma cities, to showcase their assets to prospective businesses. Southwestern is also producing a series of 10 small business development videos. The videos will focus on such business skills as writing business plans and developing marketing plans. They will be available through local chambers of commerce.

Texas

Through the Business Retention and Expansion Program, Southwestern Bell, in cooperation with the Texas Department of Commerce, has helped nearly 100 Texas cities survey their business communities to determine what policies and strategies they need to adopt to retain businesses and encourage growth.

The company's Texas Division also has four managers who work full-time with minority- and women-owned businesses across the state to increase their opportunities of doing business with larger corporations.

Rural economies

Many businesses list access to a modern telecommunications network as one of the key factors they consider when selecting a site.

An advanced telecommunications network can help speed rural development, says Will Clark, associate professor of economics at the University of Oklahoma. Clark was commissioned by Southwestern Bell to do an independent analysis of the role of telecommincations in Oklahoma.

"High-volume, speed-of-light communications could help narrow the rural/urban economic gap in Oklahoma," says Clark. "Better telecommunications could give Oklahoma farmers better information about prices, government contract opportunities and export markets. Better telecommunications could help rural Oklahoma attract major corporations that are using the new information technologies to relocate and centralize operations. Better telecommunications could let country businesses export their services far beyond local markets. And, better telecommunications could, in short, improve the odds for rural Oklahomans who want to play the development game."

In Missouri, Southwestern Bell is embarking on a $170-million program that will extend the benefits of advanced technology to rural areas of the state. (City leaders in rural Missouri have recounted incidents of missed business opportunities because their communities don't have the capabilities for high-speed data transmission or services such as Call Forwarding or Call Waiting.)

The company will install state-of-the-art digital switching equipment in 100 rural communities in Missouri by 1992. Over 600 miles of fiber optic cable will be buried in rural areas to improve transmission quality.

"The old image of the farmers outstate who need only plain old, four-party telephone service just isn't reality anymore," says Gib Garrow, director of the Chamber of Commerce in Neosho, MO, which will be served by digital switching.

Similar modernization plans are also slated for Oklahoma and Kansas, and are pending for Texas. ☐

Southwest Telecity

San Antonio, dubbed the "Telecity," is an example of Southwestern Bell efforts to put the latest technologies in their customers' hands.

Improvements that have made San Antonio a telecity include the laying of an extensive fiber optic network—approximately 300 miles—and converting electronic switches to digital switches. These improvements allow for faster data transmission.

All the telephone access lines in the San Antonio Metropolitan Exchange are served by computerized switching, and half of the company's 29 switching offices are equipped with digital switching machines. San Antonio's Metropolitan Exchange also has one of the largest calling scopes in the nation, encompassing virtually all of the 1,200 square miles of Bexar County.

Then there is the United Service Automobile Association, which offers digital satellite communications. Additionally, more than 20 long-distance companies serve the city.

The city also houses five military installations and high-tech research institutions, including the Southwest Foundation for Biomedical Research and the Southwest Research Institute. Their need for secure, reliable telecommunications networks, along with the city leaders' desire to make San Antonio a port for telecommunications, helped make San Antonio a telecity.

City officials have credited the city's telecommunications infrastructure with spurring the creation of an estimated 2,100 new telemarketing jobs in the past two years: Sears opened a telecatalog center, which has been expanded from an original 500 workers to about 2,000 employees. AT&T opened a telemarketing center, which includes a Spanish language unit, employing about 200 workers. Birch Research, a radio listener tracking company, opened a telephone survey center, employing about 200 workers.

Regulatory Impact

New telecommunications technology and services are critical to economic development. And this upgrading is dependent on regulatory practises.

Regulatory plans have been approved in Missouri and Kansas. Similar plans are pending in Oklahoma and Texas. Although the plans differ from state to state, they include benefits for business customers such as: Reductions in or a freeze of basic local rates; lower long-distance rates, WATS and 800 service rates and installation charges, and; expanded local calling areas.

The plans also have received or are seeking approval for earnings flexibility and pricing flexibility for nonbasic services. Pricing flexibility would allow the company to price these services, which include data transmission services and communications systems, at competitive levels and introduce new services without drawn out regulatory proceedings.

Experimental framework

In Missouri, the Missouri Public Service Commission and Southwestern Bell reached an agreement that calls for a new, experimental regulatory framework to be in place from Jan. 1, 1990 through Dec. 31, 1992. As the company reduces costs and introduces more efficient and new technology, its earning potential will increase. Once those earnings surpass a certain level, the company will share the profits with customers.

In Kansas, the plan approved by the Kansas Corporation Commission calls for freezing the current basic local telephone rates for five years, while regulatory alternatives are explored. The intention is not to return to the present rate base/rate of return regulations.

In Texas, the proposed framework is similar to the one being adopted in Missouri. It calls for raising the ceiling on the rate of return. Within a certain range above the ceiling, half the amount would be shared with its Texas customers. Earnings that exceed an even higher ceiling will be refunded to customers dollar-for-dollar.

In Oklahoma, freezing the basic local rates for five years has been proposed. Pricing flexibility for nonbasic services and capping prices rather than earnings have also been proposed to the Oklahoma Corporation Commission. ☐

For more information contact: Sherry Smith, Southwestern Bell Telephone, St. Louis, MO, (314) 247-6771.
Photo page 10: Digital switching equipment, courtesy Southwestern Bell Telephone

State-of-the-Art Strategy

by Nancy Williams
Manager, Economic Development
GTE Telephone Operations

Earlier this year, USA 800, a rapidly growing telemarketing company, decided to expand its national operations outside Kansas City. They chose Hobbs, NM, a community of 30,000 served by GTE Telephone Operations-Southwest.

Why Hobbs, a relatively small and remote community? One USA 800 executive noted that GTE's "state-of-the-art communications equipment, with fiber optic and fully digital switching capabilities, was one of the top selling points of the Hobbs location and key to expanding...operations outside Kansas City."

An essential tool

The communications network is an increasingly powerful—and essential—tool for businesses. And, communities such as Hobbs that can offer both availability and quality of telecommunications have a distinct marketing advantage over communities that cannot.

For instance, in Columbia, MO, GTE worked with the Chamber of Commerce to prepare a slide presentation and capabilities statement on telecommunications services available in that community. Used in conjunction with the chamber's proposal, GTE's customized package of services and support was a valuable element in Grolier Telemarketing's decision to locate its Midwest Calling Center in Columbia.

In Carlsbad, NM, where Altek Systems Inc. recently located a small manufacturing facility, the community was praised for its quick response to the company. A key part of that response was GTE's offering a 24-hour turnaround time for a new phone system.

Demand for top-quality

GTE, which reported $10 billion in domestic revenue in 1989 and employs 80,000 people in the U.S., formed its nationwide economic development program in 1988.

The primary development mission of the company—servicing 7,500 communities in 31 states—is to answer the demand for advanced telecommunications networks, products and systems.

GTE is putting its telecommunications knowledge and expertise to work in communities where economic performance and competitiveness are key strategies.

USA 800's Hobbs site, for example, will be physically remote from urban facilities and major markets throughout the country. Yet, it will have almost instantaneous communication with those areas, thanks to satellite links which break down traditional geographic barriers.

SmartParks

In urban and suburban areas, GTE SmartParks, or "intelligent" parks,

SmartPark® Service

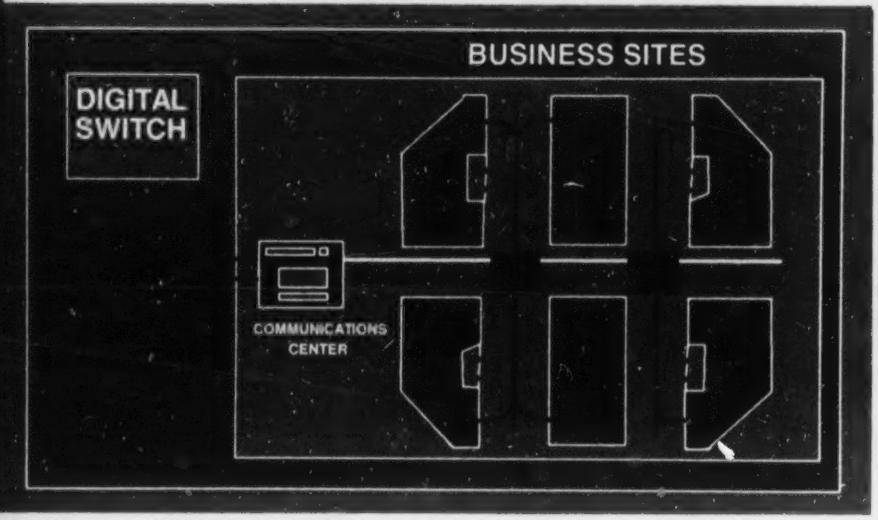


Diagram of GTE SmartPark®

GTE introduced the SmartPark concept in 1985 to meet the telecommunications needs of heavy voice and data users.

are attracting the advanced user of telecommunications.

Working with real estate developers nationwide, GTE has designated 27 SmartPark business parks across the U.S. The parks have built-in telecommunications systems, which offer a marketing advantage to attract finance, banking, insurance, research, advanced technology, and other firms.

GTE introduced the SmartPark concept in 1985 to meet the telecommunications needs of heavy voice and data users. The parks provide telecommunications design features, such as fiber optic cable, which allow faster installation and ensure sufficient capacity for expansion.

Research Triangle Park of North Carolina is a SmartPark. It is also one of the world's largest and most prestigious high-technology parks. The park enables the major pharmaceutical company, Glaxo, to transmit data between its North Carolina research facility and corporate headquarters in the United Kingdom

Telecommuting

Telecommuting, the partial substitution of telecommunications for the daily commute to work, can help address the problems of traffic congestion, shortage of skilled labor, air and noise pollution, and the rising cost of office space.

Employees can work at home, at satellite offices, or neighborhood work centers and transmit their work via telecommunications. GTE Telephone Operations-West is conducting such an effort in the Los Angeles area.

Training assistance

The telecommunications network can also offer critical support in training the labor force.

At GTE Telephone Operations-North Area, a Community Skills Enhancement Program (CSEP) allows employees of Indiana businesses to access courses at community colleges and technical schools. Computers loaned to employees for use in their homes are linked to the schools via telecommunications. ☐

For more information regarding GTE Telephone Operations, contact: GTE Economic Development Dept., Irving, TX, (214) 718-6922.

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416/834-3644

Ports Canada, Port of Prescott
R. E. Bailey, Operations Mgr.
P.O. Box 520
Prescott, Ont. K0E 1T0
613/925-4228

Thunder Bay Harbour Commission
Cyril Cook, GM
P.O. Box 2266
Thunder Bay, Ont. P7B 5E8
807/345-6400

Toronto Harbour Commission
Ian C. R. Brown, GM
60 Harbour St.
Toronto, Ont. M5J 1B7
416/863-2000

Transport Canada - Marine Group
Ran Quail, Asst. Dpty. Min. & Cmsr. Coast Guard
344 Slater St., Canada Bldg.
Ottawa, Ont. K1A ON7
613/998-1571

Windsor Harbour Commission
D. S. H. Cree, Gen. Mgr. & CEO
500 Riverside Dr. West
Windsor, Ont. N9A 5K6
519/258-5741

QUEBEC

Societe du Parc Industriel du Centre du Quebec
Pierre Clouatre, Gen. Mgr.
1000, Boul. Arthur-Sicard
Becancour, Que. G0X 1B0
819/294-6656

Port of Chicoutimi
Capt. Serge Tremblay, GM
P.O. Box 760
Lafontaine Street
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, GM & CEO
Port of Montreal Bldg., Wing 1
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7011

Ports Canada - Port of Quebec
Ross Gaudreault, GM & CEO
150 Dalhousie St.
P.O. Box 2268
Quebec, Que. G1K 7P7
418/648-3640

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
David B. Tydingco, GM
1026 Cabras Hwy., Ste. 201
Piti, Guam 96910
Tel: 477-9931-34
Telex: 7431687

Puerto Rico Ports Authority
Brig. Gen. Jose Buirrago, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3859464 AUTO DPR

Port of Ponce
Pedro Berlingeri, Port Dir.
State Road #10
P.O. Box 125
Ponce, PR 00734
809/848-4992 or -4956

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
607/234-8315/16/17

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 1707
Harry S. Truman Airport
St. Thomas, VI 00803-1707
809/774-1629

Railroads

Alaska Railroad Corp.
A. T. Polanchek, Op. VP
P.O. Box 107500
Anchorage, AK 99510-7500
907/265-2403

Algoma Central Rwy.
Victor E. Hupka, Ind. Relations Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. VP
P.O. Box 1653
Monroe, LA 71201
318/362-2250

Atchison, Topeka & Santa Fe Rwy. Co.
(Santa Fe Railway Co.)
A. W. Rees, Op. VP
80 E. Jackson Blvd.
Chicago, IL 60604
312/347-2790

Atlanta & St. Andrews Bay Rwy. Co.
D.R. Davis, Op. Dir.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & GM
100 Maple Rd.
Linthicum, MD 21090
301/859-1414

Bangor & Aroostook Railroad Co.
Richard B. Gray, Bus. Svcs. Mgr.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
Deane Folsom, VP, Trans.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
N. Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
B. Roccanova, RE Mgr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
Jack Lacey, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3420

Burlington Northern R.R. Co.
Joseph Galassi, EVP, Op.
9401 Indian Creek Pkwy.
Overland Park, KS 66210
913/661-4333

Canadian National Rwys.
John Kelsall, SVP, Op.
277 Front St. W.
Toronto, Ont. M5V 2X7
514/399-4937

Canadian Pacific Ltd.
D'Alton Coleman, VP, Comm'l. Affs.

P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-7085

Central Vermont Rwy., Inc.
Robert Rixon, Mktg. Dir.
2 Federal St.
St. Albans, VT 05478
802/524-6224 ext. 200

Chicago & North Western Transp. Co.
Jack Toren, VP, Sales & Mktg.
One North Western Center
Chicago, IL 60606
312/559-6854

Chicago, Central & Pacific R.R. Co.
William Lyness, AVP, Mktg.
P.O. Box 1800
Waterloo, IA 50704
402/592-8343

Chicago, Missouri & Western Rwy. Co.
James H. Sands, GM, Mktg. & Sales
625 N. Michigan
Chicago, IL 60611
312/649-6966

Chicago S. Shore & S. Bend R.R.
Michael W. Franke, VP, Op. & Gen. Mgr.
N. Carroll Ave.
Michigan City, IN 46360-5082
219/874-4221 ext. 244

Consolidated Rail Corp. (Conrail)
Charles Marshall, SVP, Mktg. & Sales
6 Penn Center Plaza
Philadelphia, PA 19103
215/977-4052

CSX Transportation, Inc.
(Chessie System, Seaboard System)
E. Ray Lichty, VP, Dev.
100 N. Charles St., 17th Fl.
Baltimore, MD 21201
301/237-2787

Dakota, Minnesota & Eastern R.R.
Lynn A. Anderson, VP, Traffic
P.O. Box 178
337 22nd Ave. South
Brookings, SD 57006
605/692-1666

Delaware Otsego Corp.
Frank Quattrocchi, AVP, Mktg.
1 Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Denver & Rio Grande Western R.R.
Charles D. Brainard, VP, Mkt. Dev.
P.O. Box 5482
Denver, CO 80217
303/595-2471

Detroit & Mackinac Rwy. Co.
R. L. Van Buskirk, Jr., VP, Ops.
120 Oak St.
Tawas City, MI 48763
517/362-3461

Duluth, Missabe & Iron Range Rwy.
Thomas Siegel, VP, Mktg.
500 Missabe Bldg.
Duluth, MN 55802
412/829-3420

Eastern Shore Railroad, Inc.
Elvin Brown, Sales Mgr.
P.O. Box 1227
Eastville, VA 23347
804/678-7655

Elgin, Joliet & Eastern Rwy. Co.
Rade Vignovic, Mktg. Dir.
P.O. Box 880
Joliet, IL 60434
815/740-6933

Florida East Coast Rwy. Co.
Roger Barreto, VP, R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32085
904/396-9400

Grand Trunk Western R.R. Co.
W. H. Cramer, Sr., Mktg. VP
1333 Brewery Blvd.
Detroit, MI 48207-2699
313/237-6588

Guilford Transp. Industries, Inc.
(Boston & Maine Corp., Delaware & Hudson R.R.)
F. Colin Pease, Sr., VP, Mktg. & Sales
Iron Horse Park
N. Billerica, MA 01862
508/663-1186

Illinois Central R.R. Co.
Donald Akers, Nat'l Acct. Mgr.
233 N. Michigan Ave.
Chicago, IL 60601
312/819-7902

Indiana Harbor Belt R.R. Co.
Pat Matre, Acct. Exec.
P.O. Box 389
Hammond, IN 46325
219/989-4716

Kansas City Southern Rwy. Co.
L. J. Tamisiea, VP, Mktg.
114 W. 11th St.
Kansas City, MO 64105-1804
816/556-0303

Midsouth Rail Corp.
John R. Staley, VP & CMO
111 East Capitol St.
Jackson, MS 39201
601/949-4360

Missouri-Kansas-Texas R.R. Co.
C. Rod Black, G. Dir., I. Dev.
505 N. Industrial Blvd.
Dallas, TX 75207
402/271-3900

Norfolk Southern Corp.
(Norfolk & Western Rwy., Southern Railway System)
William Voltz, VP, Mktg.
Three Commercial Pl.
Norfolk, VA 23510-2191
804/629-2730

Ontario Northland Rwy.
K. John Wallace, Sr. Mktg. Off.
555 Oak St. E.
North Bay, ON P1B 8L3
705/472-4500, ext. 205

Pittsburgh & Lake Erie R.R. Co.
Robert Milavec, AVP, Mktg. & Sales
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/263-3810

Providence & Worcester R.R. Co.
Ronald P. Chrzanowski, R.E. VP
P.O. Box 1490
1 Depot Square
Woonsocket, RI 02895
409/765-2000

Richmond, Fredericksburg & Potomac R.R. Co.
Charles M. Louthan, R. E. & Dev. Sr. Mgr.
2134 W. Laburnam Ave.
Richmond, VA 23227
804/257-3286

Soo Line Railroad Co.
Earl Currie, Ops. VP
Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8240

Southern Pacific Trans. Co.
(St. Louis Southwestern Rwy. Co.)
Ken Moore, Ops. VP
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-2194

Union Pacific Railroad
(Missouri Pacific R.R., Western Pacific R.R.)
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-3900

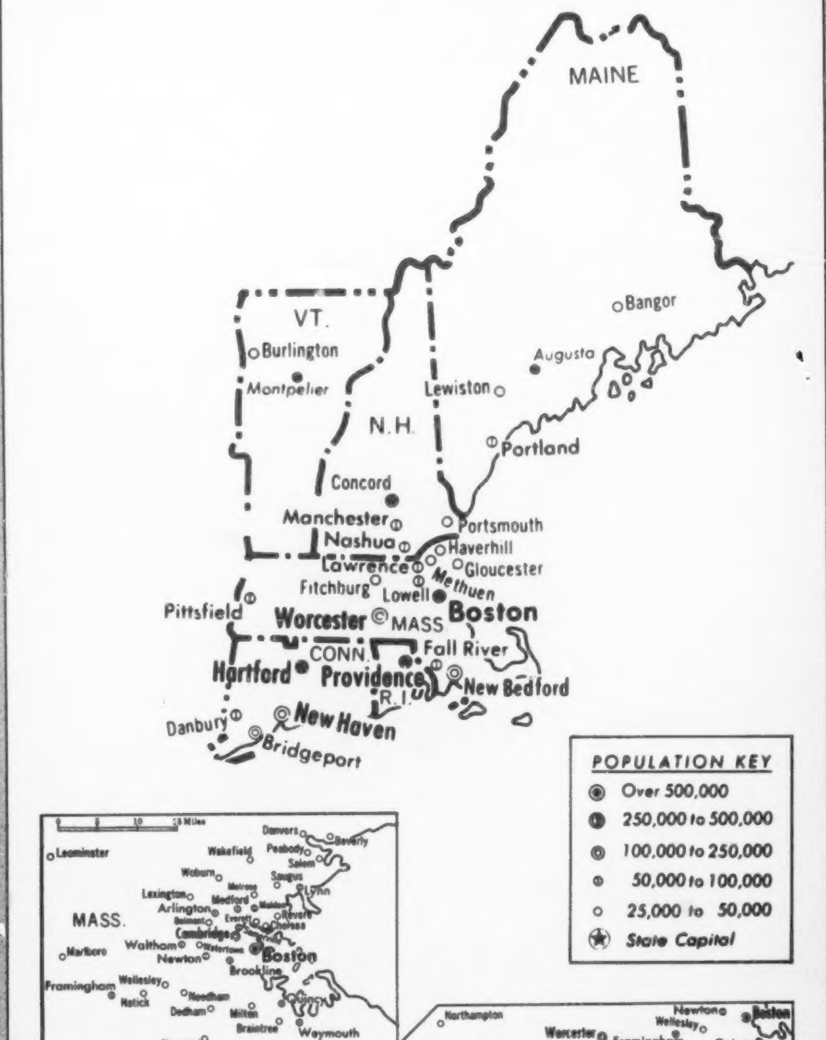
Union Railroad Co.
Jack Lacey, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3430

Vermont Railway, Inc.
Charlie Bischoff, Ops. VP
One Railway Lane
Burlington, VT 05401
802/658-2550 □

NEW ENGLAND

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

CONNECTICUT



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STATE INFORMATION:

Financial assistance to industry:

- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage insurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance
- Site & facility location assistance

Tax rates:

Corporate income tax	13.8%
Personal income tax	none
Personal property tax levied by local communities, assessment at 70% fair market value in all towns	
Sales tax:	
Retail sales	8%
Business services	8%
Incorp. & franchise tax. (see corp. tax)	
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	36
Vocational & business schools	111

Medical facilities:

Hospitals	37
Clinics	28

CONNECTICUT

Labor analysis:

Civilian labor force...... 1,791,100 (1989)
High school graduates............... 50,700

For additional labor market information, contact: Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, CT 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
CONNECTICUT	3,107.6	3,266.6
Bridgeport	142.5	141.9
Bristol	57.4	61.4
Danbury	60.5	65.7
East Hartford	52.6	49.8
East Haven	25.0	NA
Enfield	42.7	44.0
Fairfield	54.8	53.0
Greenwich	59.6	58.8
Groton Town	41.1	40.9
Hamden	51.1	52.6
Hartford	136.4	141.3
Manchester	49.8	50.8
Meriden	57.1	59.5
Middletown	39.0	41.4
Milford	50.9	52.1
Naugatuck	26.5	NA
New Britain	73.8	73.7
New Haven	126.1	125.3
New London	28.8	29.2
Newington	28.8	NA
Norwalk	77.8	79.2
Norwich	38.1	38.8
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	102.1
Stratford	50.5	50.8
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	104.5
West Hartford	61.3	59.0
West Haven	53.2	53.4
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bridgeport-Stamford-Norwalk-Danbury	807.1	830.9
Hartford-New Britain-Middletown-Bristol	1,051.6	1,117.4
New Haven-Waterbury-Meriden	761.3	793.6
New London-Norwich	238.4	253.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT	369.0	42.0	11.23
Bridgeport-Milford	54.6	41.6	11.47
Hartford	88.3	42.7	11.99
New Haven-Meriden	47.2	40.8	10.68
Stamford	21.7	41.1	11.90
Waterbury	22.5	42.0	10.33

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT	1,768.0	62.5	3.5
Bridgeport-Milford	232.8	10.4	4.5
Hartford	427.6	13.5	3.2
New Haven-Meriden	283.1	9.6	3.4
Stamford	115.4	2.8	2.5
Waterbury	101.2	4.7	4.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/88	Danbury 7/89
Office, professional, & technical		
Payroll clerks ....$	7.95	10.41
Accounting clerks	8.36	9.51
File clerks	8.08	7.37
Typists.............................	7.37	7.88
Key entry operators	7.60	8.99
Secretaries	10.59	11.53
Switchbd opr-receptionists	7.82	7.79
Word processors	9.01	9.64
Drafters	NA	12.28
Electronics technicians..	12.95	13.11
Computer operators........	10.22	11.19
Computer programmers .	14.33	14.15
Computer systems analysts	19.16	20.14
Maintenance & powerplant		
Carpenters	12.89	NA
Electricians	14.02	NA
Engineers, Stationary	NA	NA
Machinists	12.32	NA
Mechanics (machinery)...	12.47	14.92
Tool & die makers	13.96	15.07
Custodial & material movement		
Guards..............................	6.70	7.59
Janitors, porters & cleaners	5.83	6.52
Laborers, mat'l hdlg........	9.13	9.44
Shippers & receivers.......	9.14	9.44
Truckdrivers	11.22	13.99
Forklift operators	NA	11.25

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	79.9	40.5	16.13
MANUFACTURING	373.3	41.8	10.81
DURABLE GOODS	279.6	42.3	10.94
Primary metal industries-SIC 33	13.3	45.0	10.75
Fabricated metal products-SIC 34	42.9	42.8	10.27
Machinery, except electrical-SIC 35	47.7	44.0	11.39
Electrical & electronic equip.-SIC 36	47.8	41.5	9.35
Transportation equipment-SIC 37	82.0	41.2	12.86
Instruments & related products-SIC 38	24.9	43.9	10.35
Food & kindred prods.	11.6	39.1	9.98

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 11-13, 27
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6-26, 29
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 11, 13, 28
New London 2, 4, 5, 11, 13, 28
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Action Airlines
6. Air Canada-Air Ontario

7. Alaska Airlines
8. American
9. American Eagle
10. Continental
11. Continental Express-Bar Harbour Airlines
12. Delta
13. Delta Connection-Business Express
14. Eastern
15. Eastern Express-Bar Harbor
16. Enterprise Airlines
17. Gulfstream
18. Holiday Airlines
19. Mall Airways
20. Mohawk Airlines
21. Northwest
22. Pan Am Express
23. Trans World Express-Metro Northeast
24. TWA
25. United
26. USAir
27. USAir Express-Jetstream Int'l.
28. USAir Express-Pennsylvania Airlines
29. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 1g, 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 1g, 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Box 1500, Hartford 06144-1500
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-1616; Box 270, Hartford 06141-0270
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	W	W
Gem stones	NA	2
Sand & gravel		
Construction	10,000	48,900
Stone:		
Crushed	11,400	76,900
Dimension	20	1,914
Combined value of feldspar, mica (scrap) and sand and gravel (industrial) and values indicated by the symbol W		7,372
Total 1988 (preliminary)		135,088

* thousand short tons
W withheld to avoid disclosing company proprietary data.

DEVELOPMENT COUNSELORS:

State Development Agency

Heintz, Stephen B., Cmsr.
Connecticut Dept. of Econ. Dev.
865 Brook St.
Rocky Hill, 06067-4201
Hartford, 06106
203/258-4201

Areas & Others

Hartford
Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Stronz, Michelle M., Exec. Dir.
Middlesex Ind. Dev. Corp.
393 Main St., 06457
201/347-7291

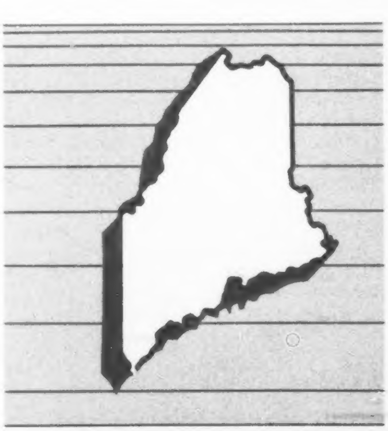
New Haven
Cook, Charles W., Sr. V.P.
The United Illuminating Co.
80 Temple St., 06506
203/787-7302

Bowers, Lewis, Exec. Dir.
New Haven Econ. Dev.
770 Chapel St., 06510
203/787-8031

Wallingford
Roe, Donald W., Coord.
Wallingford EDC
Town Hall, 06492
203/294-2060

Waterbury
Leasing Manager
New Waterbury, Ltd.
P.O. Box 1749, 06702
800/289-1011/203/753-1115

Plomann, Howard, Exec. Dir.
Waterbury Development Agency
101 S. Main St., 06706
203/757-9621



MAINE

STATE INFORMATION:

Financial assistance to industry:
- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Secondary Market tax-exempt bonds (SMART-E Bond)
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 504 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale
- Marketing assistance
- Business assistance
- Site location assistance
- Mortgage insurance program
- Veterans' loans
- Natural resource entrants program
- Tax increment financing
- Job oppty. zone job grants

MAINE

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax	1%-10%
Sales tax	5%
Franchise tax	1% of ME book income + $.08/$1,000 of assets (levied on all financial institutions)
Incorporation tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	4
Vocational & business schools	23

Medical facilities:

Hospitals	44

Labor analysis:

Civilian labor force	625,500 (10/89)
High-school grads. (employed)	352,415

For further labor market information, contact: Maine Dept. of Labor, State House Sta. 54, Augusta, ME 04333, 207/289-2271

Environment controls:

Air, water, land, & hazardous waste pollution: Dean Marriott, Cmsr., Dept. of Environ. Protection, State House Sta. 17, Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MAINE	1,124.7	1,204.5
Bangor	31.6	30.2
Lewiston	40.5	39.2
Portland	61.6	64.2

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bangor	137.0	139.3
Lewiston-Auburn	99.7	102.0
Portland	215.8	234.3

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE		
N/A	40.0	10.08
Lewiston - Auburn		
N/A	37.6	9.10
Portland		
N/A	40.2	10.65

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE		
625.4	23.3	3.7
Lewiston-Auburn		
43.1	2.1	4.8
Portland		
135.5	3.3	2.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/88
Office, professional, & technical	
Payroll Clerks	$ 8.29
Accounting clerks	7.66
File clerks	5.93
Typists	6.57
Key entry operators	7.37
Secretaries	9.34
Switchbd opr-receptionists	6.91
Word processors	7.96
Drafters	NA
Electronic technicians	10.45
Computer operators	9.60
Computer programmers	13.39
Computer systems analysts	NA
Maintenance & powerplant	
Electricians	12.03
Machinists	11.78
Mechanics (machinery)	10.75
Tool & die makers	NA
Custodial & material movement	
Guards	5.65
Janitors, porters, & cleaners	6.54
Laborers, material handling	8.36
Shippers & receivers	7.90
Truckdrivers	11.17
Forklift operators	9.10

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
34.1	NA	NA
MANUFACTURING		
108.0	41.4	10.23
DURABLE GOODS		
50.5	42.2	9.00
Lumber & wood products- SIC 24		
13.8	40.4	8.58
Primary & fabricated metals- SIC 33		
56.2	43.9	10.50
Food & kindred prods.		
7.4	37.9	7.33

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4, 5, 7-10, 13, 15
Lewiston 3, 4 (Portland)
Portland 2-15

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Canadian Airlines Int'l.-Can Part-Air Atlantic
6. Continental
7. Continental Express-Bar Harbour Airlines
8. Delta
9. Delta Connection-Business Express
10. Eastern Express-Bar Harbor
11. Northwest Airlink-Precision Airlines
12. Trans World Express-Metro Northeast
13. United
14. USAir
15. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	W	W
Gem stones	NA	150
Sand & gravel		
Construction	9,300	24,800
Stone:		
Crushed	1,700	6,300
Dimension	8	5,924
Combined value of cement, garnet (abrasive), peat (1986), and values indicated by the symbol W		24,411
Total 1988 (preliminary)		61,585

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

DEVELOPMENT COUNSELORS:

State Development Agency

Sewall, Nancy C., Deputy Commissioner
Office of Business Development
Dept. of Econ. & Comm. Dev.
State House Station 59

Augusta, 04333
207/289-2656

Areas & Others

Augusta

Wagner, Richard F.
Dir., Bus. & Comm. Svcs.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Roundy, Charles G., Dir.
Dept. of Econ. Dev.
City of Augusta 1 Cony St., 04330
207/626-2336

Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Caribou

Clark, Bob
Caribou Dev. Office
25 High St., 04736
207/498-8753

East Millinocket

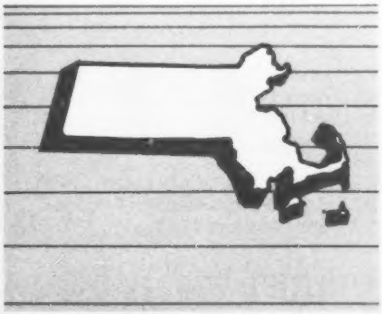
Taylor, Roy, Exec. Dir.
Katahdin Regional Dev. Corp.
P.O. Box 449 (Railroad Station), 04430
207/746-5338
207/746-9535

Scarborough

Johnson, Roger R., Pres.
Scarborough Econ. Dev. Corp.
P.O. Box 550, 04074
207/883-4893

Waterville

Kelso, Richard L., C.I.D., Pres.
Mid-State Econ. Dev. Corp.
P.O. Box 257, 04901
207/872-5598



MASSACHUSETTS

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for recruitment and job training
- Technical assistance & start-up capital for small technology-based businesses and mature industries

Tax rates:

Corporate income tax.......9.5% on net
Personal income tax.........................5% on earned income, or 10% on unearned (stock dividends, etc.)
Personal property tax.....varies locally
Sales tax...5%
Franchise tax............................$2.60/M on tangibles or net worth. $456.00 min.
Inventory tax.........................$2.60/M
Gasoline tax10% on whole state, with min of $.11/gal.

Advanced education facilities:

Four-year colleges & universities	88
Two-year or junior colleges	35
Vocational & business schools	49

Medical facilities:

Hospitals	167
Medical clinics	157
Mental health clinics	261
Outpatient clinics	145

Labor analysis:

Civilian labor force.......3,122,400 (8/89)
High school graduates....61,261 (1987)

For additional labor market information, contact: Department of Employment and Training, Charles F. Hurley Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, MA 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MASSACHUSETTS	5,737.0	5,908.0
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	44.0
Attleboro	34.2	35.9
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	567.7
Braintree	36.3	NA
Brockton	95.2	93.9
Brookline	55.1	52.8
Cambridge	95.3	90.9
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	57.7
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	91.5
Fitchburg	39.6	39.8
Framingham	65.1	63.8
Gloucester	27.8	28.5
Haverhill	46.9	49.3
Holyoke	44.7	42.2
Lawrence	63.2	63.5
Leominster	34.5	35.9
Lexington	29.5	NA
Lowell	92.4	92.9
Lynn	78.5	79.4
Malden	53.4	53.5
Marlboro	30.6	NA
Medford	58.1	56.7
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	97.7
Newton	83.6	82.1
Northampton	29.3	28.2
Norwood	29.7	NA
Peabody	46.0	46.5
Pittsfield	52.0	50.0
Plymouth	35.9	NA
Quincy	84.7	82.8
Revere	42.4	43.2
Salem	38.2	38.2
Somerville	77.4	71.6
Springfield	152.3	150.3
Stoughton	26.7	NA
Taunton	45.0	47.2
Waltham	58.2	57.0
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	38.0
Weymouth	55.6	54.9
Woburn	36.6	NA
Worcester	161.8	160.7

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,725.5
New Bedford-Fall River-Attleboro	474.7	500.3
Pittsfield	145.1	142.6
Springfield	581.8	590.9
Worcester-Fitchburg-Leominster	646.4	677.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	562.4	40.6	10.92
Boston	260.0	40.1	11.65
Brockton (9/88)*	10.6	NA	NA
Fall River (9/88)*	14.7	NA	NA
Lawrence-Haverhill (9/88)*	46.4	NA	NA
Lowell (9/88)*	34.6	NA	NA
New Bedford (9/88)*	17.6	NA	NA
Springfield	49.1	41.5	10.11
Worcester	45.9	40.9	11.11

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,111.0	127.9	4.1
Boston	1,526.8	53.9	3.5
Brockton	99.1	4.9	5.0
Fall River	75.2	4.9	6.5

MASSACHUSETTS

Fitchburg-Leominster		
46.0	2.5	5.4
Lawrence-Haverhill		
188.3	11.3	6.0
Lowell		
153.3	7.6	5.0
New Bedford		
84.7	5.3	6.3
Springfield		
249.9	10.5	4.2
Worcester		
225.9	8.9	3.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/89	Worcester 4/86
Office, professsional, & technical		
Payroll clerks	$ 10.42	7.85
Accounting clerks	9.82	7.71
File clerks	7.21	5.08
Typists	8.72	NA
Key entry operators	8.68	6.64
Secretaries	11.56	9.01
Switchbd operators/ receptionists	8.86	6.59
Word processors	9.76	7.04
Drafters	13.78	10.83
Electronic technicians	12.90	10.78
Computer operators	11.04	8.91
Computer programmers	15.99	12.35
Computer systems analysts	19.96	15.62
Maintenance & powerplant		
Carpenters	13.94	11.03
Electricians	15.17	11.84
Engineers, stationary	NA	11.70
Machinists	13.57	11.52
Mechanics (machinery)	13.27	10.90
Tool & die makers	15.93	11.80
Custodial & material movement		
Guards	7.11	5.59
Janitors, porters, & cleaners	6.84	5.90
Laborers, mat'l handling	12.25	6.68
Shippers & receivers	10.31	7.81
Truckdrivers	14.09	10.96
Forklift operators	11.81	9.43

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
143.2	NA	NA
MANUFACTURING		
586.8	41.4	10.03
DURABLE GOODS		
388.6	41.8	10.69
Stone, clay, & glass prods.-SIC 32		
11.2	41.1	12.63
Primary metal industries-SIC 33		
15.5	41.5	10.00
Fabricated metal products-SIC 34		
41.0	41.8	10.71
Machinery, except electrical-SIC 35		
100.1	42.8	10.91
Electrical & electronic equip.-SIC 36		
102.4	41.3	10.28
Transportation equipment-SIC 37		
32.3	43.0	12.82
Instruments & related prods.-SIC 38		
54.5	41.5	11.05
Misc. mfg. industries-SIC 39		
19.10	42.0	9.06
Food & kindred prods.		
21.0	40.3	10.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Springfield)
Amherst 3 (Springfield)
Andover 2 (32 through Bedford; B)
Arlington 2 (Waltham; B)
Attleboro 4 (Norwood; B)
Barnstable 4 (18,20, 22, 33 through Hyannis; B)
Belmont 2 (Waltham; B)
Beverly 2 (B)
Billerica 2 (32 through Bedford; B)
Boston 2, 4, 5, 7-24, 26, 28-32, 34-51
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2 (B)
Chelmsford (32 through Bedford; B)
Chelsea 2, 4 (B)
Chicopee 2 (Springfield)
Dedham 4 (Norwood; B)
Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (Norwood; B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Springfield)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (32 through Bedford; B)
Lowell 2 (32 through Bedford; B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Waltham; B)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (32 through Bedford; B)
Milton (B)
Natick 4 (Waltham; B)
Needham 1 (Waltham; B)
New Bedford 4, 25
Newton 4 (Waltham; B)
Northampton 2, 4 (Springfield)
Norwood 4, 28
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (18, 20, 22, 23 through Hyannis; B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4, 27
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (32 through Bedford; B)
Waltham 2, 28
Watertown 2 (Waltham; B)
Wellesley 4 (Norwood; B)
West Springfield 4 (Springfield)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (32 through Bedford; B)
Worcester 2, 4, 6, 18, 22, 34, 48

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Illinois Central
6. Providence & Worcester R.R. Co.

Airlines

7. Aer Lingus
8. Air Canada
9. Air Canada-Air Alliance
10. Air Canada-Air Nova Inc.
11. Air France
12. American
13. American Eagle
14. British Airways
15. Canadian Airlines Intl. Can Part-Air Atlantic
16. Cape Air
17. Continental
18. Continental Express-Bar Harbour Airlines
19. Delta
20. Delta Connection-Business Express
21. Eastern
22. Eastern Express Bar-Harbor
23. El Al
24. Enterprise Airlines
25. Express Air, Inc.
26. First Air
27. Gulfstream
28. Hub Express, Inc.
29. Lufthansa
30. Midway Airlines, Inc.
31. Midwest Express
32. Mohawk Airlines
33. Nantucket Airlines
34. Northwest
35. Northwest Airlink-Precision Airlines
36. PAC Air
37. Pan American
38. Pan Am Express
39. Sabena
40. Swissair
41. TACV-Cabo Verde Airlines
42. TAP Air Portugal
43. Trans World Express-Metro Northeast
44. Trans World Express-Pocono
45. Trump Shuttle
46. TWA
47. United
48. USAir
49. USAir Express-Commutair
50. USAir Express-Henson Airlines
51. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g

Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g
Fall River — 14e, 16g
Fitchburg — 17eg
Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept.
   725 Front St., Box 405, Chicopee 01021-0405
9. Colonial Gas Co.
   40 Market St., Lowell 01852
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
    One Main St., Box 9150, Cambridge 02142-9150
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton 02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Amesbury 01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02720
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., Fitchburg 01420-8207
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Mun. Lighting Plant
    55 Weir St., Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. Wellesley Dept. of Public Works
    455 Worcester, Box 364, Wellesley Hills 02181
25. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm, Box 990, Westfield 01085

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	W	W
Gem stones	NA	1
Sand & gravel:		
Construction	22,200	93,200
Industrial	W	W
Stone:		
Crushed	14,700	75,700
Dimension	W	W
Combined value of lime, peat and values indicated by symbol W		23,364
Total 1988 (preliminary)		192,265

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Donavan, Joseph J., Exec. Div.
Massachusetts Office of Bus. Dev.
100 Cambridge St., 13th Fl.
Boston, 02202
617/727-3208

Areas & Others

Arlington
Talkov, Leonard, Pres.
Arlington Cham. of Comm.
13A Medford St., 02174
617/643-4600

Cambridge
Kellogg, Joseph, Dir.
Cambridge Econ. Dev.
57 Inman St., 02138
617/498-9034

Fitchburg
Lanava, Michael A., Exec. Dir.
Fitchburg Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

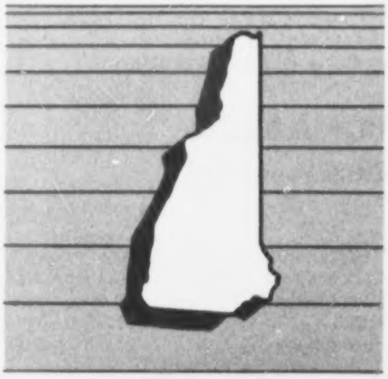
New Bedford
Director
New Bedford IDC
1213 Purchase St., 02740
617/999-2931

Pittsfield
Hekler, Karl, Dir.
Berkshire Cty. Reg. Plan. Consn.
10 Fern St., 01202
413/442-1521

Salem
Tache, Julie
Salem IDFA
City Hall, 01970
508/744-8041

Taunton
Shaffer, Richard, Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856

Worcester
Purcell, William, Mngr. Econ. Dev.
Worcester Area Cham. of Comm.
100 Front St., Ste. 350
508/753-2924



NEW HAMPSHIRE

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:
Corporate income tax 8%
as of 7/1/87 per current legislation
Personal income tax..................... none
Sales tax .... none

NEW HAMPSHIRE

Incorporation tax .... $60 min. additional fee based on amount of authorized tax
Franchise tax .... equals amount of original incorporation fee. $25 document filing fee effective
Gasoline tax .... $.14/gal.

Advanced education facilities:
Four-year colleges & universities.....17
Two-year or junior colleges 6
Vocational & technical schools 7

Medical facilities:
Hospitals 27
Outpatient clinics (OC) 53
Day habilitation 19
Adult medical day care 5
Birthing center 1
Kidney dialysis 2

Labor analysis:
Civilian labor force....................638,930
High school graduates.....11,685 (6/88)
Mfg. workers in unions .... 15.8% (est.)

For additional labor market information, contact: Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/228-4123

Environment controls:

New Hampshire Dept. of Environmental Services, Robert Varney, Commissioner, P.O. Box 95, Concord, NH 03301, 603/271-3503

Air pollution: Dennis R. Lunderville, Dir., Air Resources Division, 64 North Main St., Concord, NH 03301, 603/271-1370

Water pollution: Director, Water Supply & Pollution Control Division, P.O. Box 95, Hazen Dr., Concord, NH 03301, 603/271-3503

Hazardous waste: Director, Hazardous Waste Mgt. Division, Hazen Dr., Concord, NH 03301, 603/271-2905

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW HAMPSHIRE	920.6	1,091.5
Concord	30.4	NA
Manchester	90.9	102.8
Nashua	67.9	81.0
Portsmouth	26.3	28.0

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Manchester-Nashua	275.0	333.1
Portsmouth-Dover-Rochester	275.7	336.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE	116.4	40.3	10.51
Manchester	11.1	40.5	10.50
Nashua	35.4	40.2	13.10
Portsmouth-Dover-Rochester	20.0	41.0	10.07

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE	638.9	24.9	3.9
Nashua	101.0	4.8	4.8
Portsmouth-Dover-Rochester	135.5	3.7	2.7

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.5	NA	NA
MANUFACTURING	118.7	41.2	9.44
DURABLE GOODS	83.0	40.3	9.86
Lumber & wood prods.-SIC 24	6.0	37.8	8.11
Furniture & fixtures-SIC 25	1.5	40.9	7.51
Stone, clay, & glass prods.-SIC 32	3.5	41.8	9.03
Primary metal industries-SIC 33	4.5	46.2	9.96
Fabricated metal products-SIC 34	6.9	41.6	9.88
Machinery, except electrical-SIC 35	25.8	43.1	10.07
Electrical & electronic equip.-SIC 36	22.9	36.6	10.21
Misc. mfg. industries-SIC 39	2.3	40.2	8.41
Food & kindred prods.	2.8	39.7	11.82

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-7
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Business Express
3. Continental Express-Bar Harbour Airlines
4. Delta Connection-Business Express
5. Northwest Airlink-Precision Airlines
6. United
7. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord
   03302-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc., Energy North Inc.
   1260 Elm St., P.O. Box 329,
   Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329,
   Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME
   04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	200
Sand & gravel		
Construction	8,400	26,600
Stone:		
Crushed	2,500	10,400
Dimension	73	10,546
Total 1988 (preliminary)		47,746**

* thousand short tons
** partial total, excludes values which must be concealed to avoid disclosing company proprietary data
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

DEVELOPMENT COUNSELORS:

State Development Agency

Pillsbury, William E., Jr., Ind. Dir.
State of New Hampshire
Dept. of Resources & Econ. Dev.
Office of Industrial Development
105 Loudon Rd., 03301
603/271-2591

Areas & Others

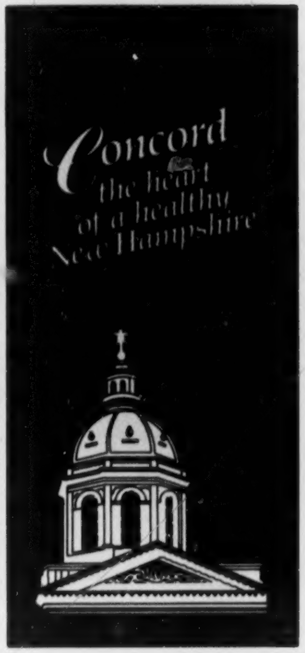
Concord
Lurvey, Kenneth G., Econ. Dev. Dir.
City of Concord
City Hall · 41 Green St., 03301
603/225-8595

Keene
Williams, Robert E., Exec. Dir.
Keene IDC
P.O. Box 6220, 03431
603/352-4939

Dover
Economic Director
City of Dover, Eco. Dev.
288 Central Ave., 03820
603/742-3778, ext. 229

Manchester
Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-6505

Rochester
Bald, George M., Eco. Dev. Dir.
City of Rochester
City Hall, 03867-1917
603/335-1338



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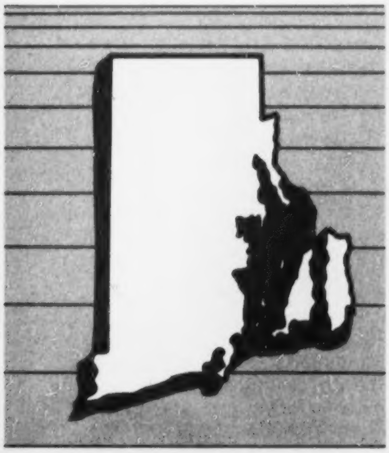
For additional information, contact:
Kenneth G. Lurvey, Director
Concord Economic Development Dept.
City Hall, Concord, NH 03301
603-225-8595

For financial assistance with buildings and equipment, plus long term financial packages, contact:
W. Dwight Barrell
Concord Regional Development Corporation
P.O. Box 664
Concord, NH 03302-0664
(603) 228-1872

Circle 10 on Brochure Service Card



RHODE ISLAND

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment
- Low-cost financing for fixed-asset & working capital loans
- Insured industrial revenue bonds
- SBA financing

Tax rates:

Corporate income tax	9% of net
Personal income tax	22.96% of federal
Personal property tax	varies locally
Sales tax	6%
Franchise & incorp. tax	$2.50/10M
Gasoline tax	$.20/gal.

Advanced education facilities:

Four-year colleges & universities	11
Two-year or junior colleges	1
Vocational & business schools	32

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

Civilian labor force	527,000
High school graduates	11,000
Mfg. workers in unions	11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, RI 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
RHODE ISLAND	947.2	995.3
Coventry	27.1	NA
Cranston	72.0	74.5
Cumberland	27.1	NA
East Providence	51.0	51.1
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	73.3
Providence	156.8	159.8
Warwick	87.1	88.5
West Warwick	27.0	NA
Woonsocket	45.9	45.4

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Providence-Pawtucket-Woonsocket	865.7	905.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	112.3	39.3	9.16
Pawtucket-Woonsocket-Attleboro	49.5	39.4	8.85
Providence	70.5	38.5	8.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND	527.4	21.0	4.0
Pawtucket-Woonsocket-Attleboro	166.3	8.3	5.0
Providence	344.8	13.3	3.9

*preliminary figures

RHODE ISLAND

Area Wage Survey

Average straight-time hourly earnings

	Pawtucket Woonsocket Attleboro, RI/MA 3/88	Providence Warwick Pawtucket, RI/MA 6/86
Office, professional, & technical		
Payroll clerks .... $	8.14	7.06
Accounting clerks	7.61	6.87
File clerks	5.82	5.25
Typists	6.40	5.62
Key entry operators	6.88	6.24
Secretaries	8.95	8.32
Stenographers	NA	6.68
Switchbd opr-recept's	6.59	5.95
Word processors	NA	7.08
Drafters	12.19	9.83
Electronics technicians..	NA	10.85
Computer operator	9.38	8.04
Computer programmers	12.41	11.22
Computer systems analysts	16.75	15.37
Maintenance & powerplant		
Carpenters	9.57	9.49
Electricians	11.63	11.20
Engineers, stationary	NA	NA
Machinists	10.72	10.13
Mechanics (machinery)...	10.22	10.65
Tool & die makers	13.19	12.12
Custodial & material movement		
Guards	6.30	4.53
Janitors, porters, & cleaners	5.91	4.91
Laborers, mat'l handling	6.55	6.60
Shippers & receivers	8.05	7.83
Truckdrivers	10.09	10.98
Forklift operators	7.80	7.73

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	20.7	NA	NA
MANUFACTURING	114.1	39.5	8.55
DURABLE GOODS	77.3	39.3	8.47
Lumber & wood prods.—SIC 24	1.2	NA	NA
Furniture & fixtures	1.8	NA	NA
Stone, clay, & glass prods.-SIC 32	1.8	40.1	10.72
Primary metal industries-SIC 33	4.5	42.0	9.71
Fabricated metal products-SIC 34	8.8	39.9	8.24
Machinery, except electrical-SIC 35	5.8	43.2	10.65
Electrical & electronic equip.-SIC 36	11.4	40.1	7.87
Transportation equipment-SIC 37	9.0	39.8	11.20
Instruments & related prods.-SIC 38	4.8	39.0	8.50
Food & kindred prods.	2.9	37.5	8.38

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-16
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. American Eagle
5. Continental
6. Continental Express-Bar Harbour Airlines
7. Delta Connection-Business Express
8. Eastern
9. Holiday Airlines
10. Northwest
11. Pan Am Express
12. Trans World Express-Metro Northeast
13. Trans World Express-Pocono
14. United
15. USAir
16. USAir Express-Commutair

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln 02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   Box 4128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence 02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864-0700

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Providence	28	73	5908	574

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	1
Sand & gravel		
Construction	2,100	10,300
Industrial	W	W
Stone (crushed)	1,100	7,100
Total 1988 (preliminary)		17,401**

* thousand short tons
** partial total, excludes values which must be concealed to avoid disclosing company proprietary data
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Fazzano, Henry W., Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Areas & Others

Britsol
Oswald, Gerhard G., Comm. Dev. Dir.
Bristol EDC
10 Court St., 02809
401/253-7004

Narragansett
Goodrich, Donald L., Chairman
Narragansett Plng. Board
18 N. Hillview Dr., 02882
401/789-7123

Providence
Brown, Edward M., Exec. Dir.
Providence IDC
30 Exchange Terrace, 02903
401/521-5000

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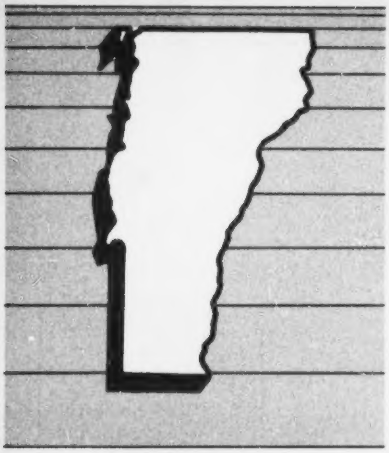


VERMONT

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax............VT has a corp. net income tax. The rates apply to taxable income allocated or apportioned to VT: $0-$10,000, 5.5%; $10,001-$25,000, $550 + 6.6% of excess over $10,000; $25,001-$250,000, $1,540 + 7.7% of excess over $25,000; $250,000 & over, $18,865 + 8.25% of excess over $250,000.

Personal income tax...... 25% of a person's federal income tax, i.e., if federal income tax is $1,000, VT tax is $250.

Sales tax	4%
Franchise & incorp. tax	graduated
Inventory tax	varies locally
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	5
Vocational & business schools	16

Medical facilities:

Hospitals	16
Clinics	12

Labor analysis:

Civilian labor force	300,500
High school graduates	6,900

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
VERMONT	511.5	556.8
Burlington	37.7	39.7

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Burlington	120.1	135.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT	48.5	41.7	10.06
Barre-Montpelier	5.3	NA	NA
Burlington	15.8	42.1	10.61

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT	304.6	10.6	3.5
Burlington	76.2	2.2	2.8

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.4	NA	NA
MANUFACTURING	49.8	40.9	9.45
DURABLE GOODS	35.4	41.0	9.79
Lumber & wood prods.-SIC 24	4.0	42.5	7.28
Furniture & fixtures-SIC 25	2.5	41.0	7.88
Stone, clay, & glass prods.-SIC 32	2.8	45.7	9.33
Fabricated metal products-SIC 34	3.2	43.3	11.22
Machinery, except electrical-SIC 35	4.4	41.5	9.74
Electrical & electronic equip.-SIC 36	12.2	38.6	10.31
Food & kindred prods.	3.2	39.4	8.59

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

Rural utilities contacts:

Vermont Elec. G & T Co-op, Inc.
Charles Farrington, Acting Mgr.
School St., Johnson 05656
802/635-2331

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-9

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Continental
4. Delta
5. Delta Connection-Business Express
6. Trans World Express-Metro Northeast
7. United
8. USAir
9. USAir Express-Commutair

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Asbestos**	7,300	2,951
Gem stones	NA	10
Sand & gravel		
Construction	4,800	11,900
Stone:		
Crushed	2,100***	20,400***
Dimension	105	30,500
Combined value of other industrial minerals		6,885
Total 1988 (preliminary)		72,646

* thousand short tons
** metric tons
*** excludes certain stones

DEVELOPMENT COUNSELORS:

State Development Agency

Newhall, Frederick M., CID
Ind. Expansion Director
Agency of Dev. & Comm. Affairs
109 State St.
Pavillion Office Bldg.
Montpelier, 05602
802/828-3221

Areas & Others

Barre
Rowan, Donald, Exec. Dir.
Central Vermont EDC
116 N. Main St., 05641
802/476-8817

Burlington
Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 05402-0786
802/862-5726

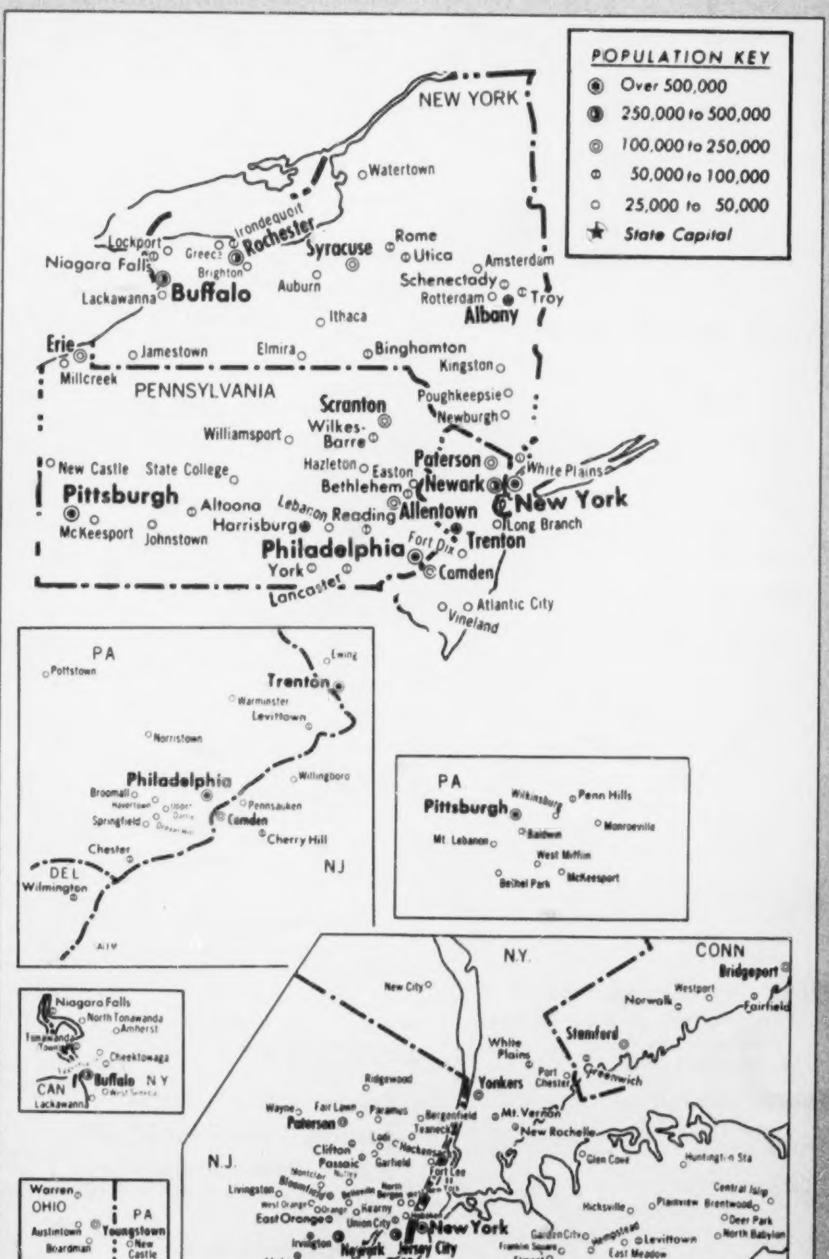
Rutland
Shouldice, Bill, Exec. Dir.
Rutland IDC
Box 39, 05701
802/773-9147

White River Junction
Staudinger, Jeff, Exec. Dir.
Green Mountain EDC
P.O. Box 246, 05001
802/295-3710

MIDDLE ATLANTIC

- NEW JERSEY
- NEW YORK
- PENNSYLVANIA

NEW JERSEY



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STATE INFORMATION:

Financial assistance to industry:

Industrial revenue bond financing
Guaranteed loans
Direct loans
Tax abatement
Pollution control financing
Energy conservation improvements

Tax rates:

Corporate income tax......................9%
Personal income tax.............2%-3.5%
Sales tax 6%
repealed sales tax on production machinery & equipment
Incorporation filing fee $100
Franchise tax.................................. none
Inventory tax.................................. none
Gasoline tax .... 10½¢/gal.

Advanced education facilities:

Four-year colleges & universities.....32
Two-year or junior colleges 19
Vocational & business schools......182

Medical facilities:

General hospitals.............................102
Special hospitals 22

Labor analysis:

Civilian labor force.....3,987,400 (10/89)
Resident employment 3,795,900 (10/89)
High school graduates.....80,863 (6/88)

For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/633-1119

Environment Controls:

Air pollution: Division of Environmental Quality, CN 027, Trenton, NJ 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 029, Trenton, NJ 08625, 609/292-1637

POPULATION:

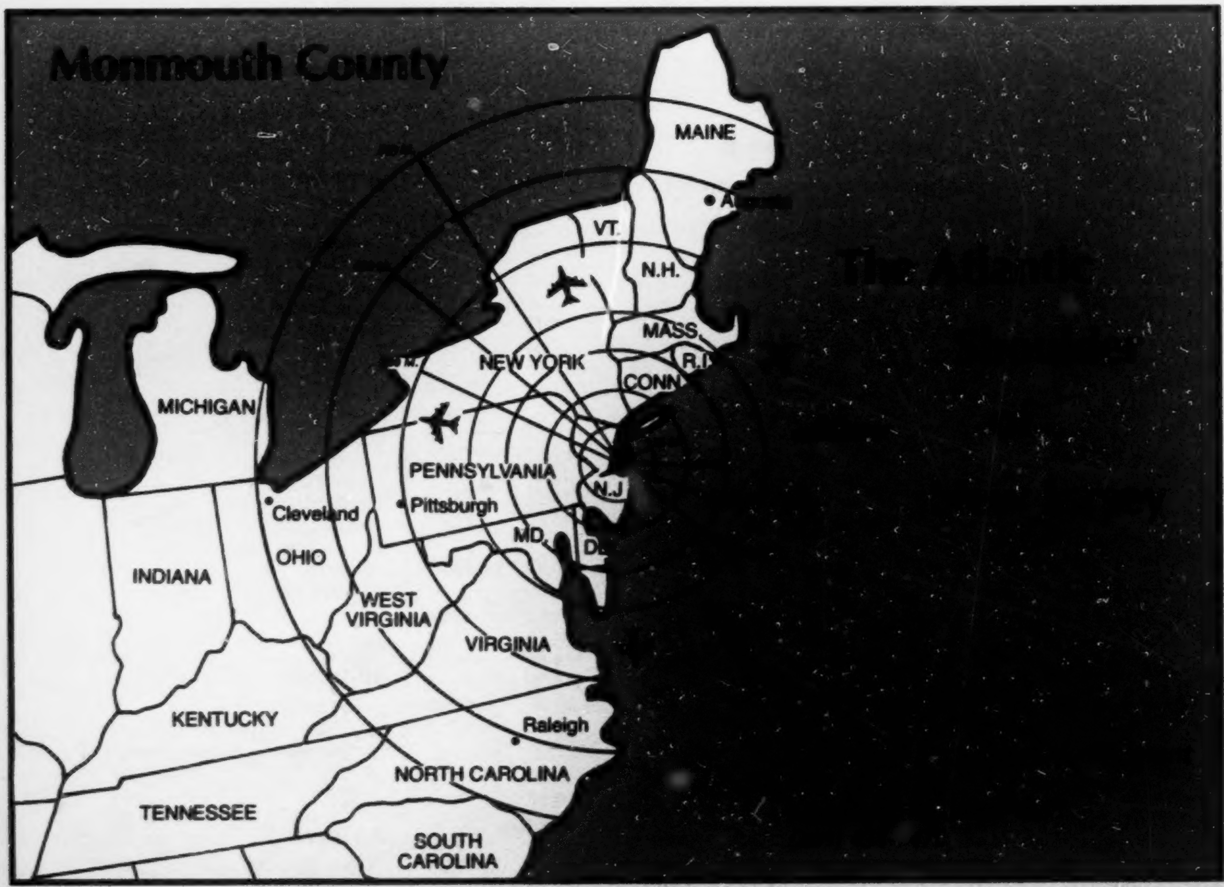
Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW JERSEY	7,364.2	7,764.2
Atlantic City	40.2	36.9
Bayonne	65.0	62.5
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	47.8
Brick Twp.	53.6	65.2
Bridgewater Twp.	29.2	NA
Camden	84.9	83.0
Cherry Hill Twp.	68.8	73.0
Clifton	74.4	77.1
Dover Twp.	64.5	76.5
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	78.7
Edison Twp.	70.2	84.2
Elizabeth	106.2	106.1
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	51.3
Hackensack	36.0	NA
Hamilton Twp.	82.8	88.9
Hoboken	42.5	41.3
Howell Twp.	25.1	NA
Irvington Twp.	61.5	62.6
Jackson Twp.	25.6	NA
Jersey City	223.5	215.9
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	72.6
Millville	NA	26.2
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	41.7
Newark	329.2	319.4
North Bergen Twp.	47.0	47.7
Nutley	29.0	NA
Old Bridge Twp.	51.5	57.1
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	50.3
Passaic	52.5	54.8
Paterson	138.0	138.3
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	37.9
Piscataway Twp.	42.2	43.6
Plainfield	45.6	46.5
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	92.9
Union City	55.6	55.7
Union Twp.	50.2	50.5
Vineland	53.8	55.3
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	49.8
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro Twp.	39.9	NA
Woodbridge Twp.	90.1	95.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	674.3
Atlantic City	276.4	312.4
*Bergen-Passaic	1,293.0	1,295.7
*Jersey City	557.0	546.5
*Middlesex-Somerset-Hunterdon	886.0	978.6
*Monmouth-Ocean	849.0	987.0
*Newark	1,879.0	1,902.7
*Philadelphia, PA/NJ	4,716.8	4,909.7
*Trenton	307.9	327.9
*Vineland-Millville-Bridgeton	132.9	139.8
*Wilmington, DE/NJ/MD	524.1	564.7

*Primary Metropolitan Statistical Areas (PMSAs)



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LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	660.4	41.0	11.56
Bergen-Passaic	155.2	NA	NA
Jersey City	46.7	NA	NA
Middlesex-Somerset-Hunterdon	115.3	NA	NA
Newark	169.2	NA	NA
Trenton	30.6	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,987.4	191.5	4.8
Atlantic City	180.3	11.8	6.5
Bergen-Passaic	722.4	31.2	4.3
Jersey City	273.7	20.1	7.3
Middlesex-Somerset-Hunterdon	570.6	20.0	3.5
Monmouth-Ocean	481.7	21.3	4.4
Newark	952.0	49.6	5.2
Trenton	170.5	6.2	3.7

*preliminary figures

N.J.

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	173.3	NA	NA
MANUFACTURING	666.1	41.0	10.88
DURABLE GOODS	306.4	41.3	10.79
Lumber & wood prods.-SIC 24	6.7	39.1	8.91
Furniture & fixtures-SIC 25	10.3	39.5	9.23
Stone, clay, & glass prods.-SIC 32	23.7	42.1	10.96
Primary metal industries-SIC 33	18.6	43.6	10.31
Fabricated metal products-SIC 34	44.5	41.4	10.83
Machinery, except electrical-SIC 35	53.2	41.9	11.12
Electrical & electronic equip.-SIC 36	81.6	40.4	11.12
Transportation equipment-SIC 37	14.5	42.8	13.72
Instruments & related prods.-SIC 38	32.5	41.6	10.39
Misc. mfg. industries-SIC 39	20.9	39.9	8.70
Food & kindred prods.	47.7	42.2	10.89

Area Wage Survey

Average straight-time hourly earnings

	Bergen Passaic 9/89	Monmouth Ocean 1/89	Newark 2/88	Trenton 11/88
Office, professional, & technical				
Payroll clerks $	10.27	9.22	10.01	8.29
Accounting clerks	9.89	8.29	8.99	9.05
File clerks	7.33	6.20	6.72	6.91
Typists	8.13	6.92	7.86	7.43
Key entry operators	8.58	6.69	7.58	7.62
Secretaries	11.94	11.64	11.44	10.62
Stenographers	NA	NA	NA	NA
Swtichbd opr-receptionists	9.25	7.01	9.48	8.26
Word processors	10.47	9.36	7.87	8.87
Drafters	12.51	11.91	13.03	13.19
Electronics technicians	14.17	15.82	11.78	12.11
Computer operators	11.91	9.79	11.05	10.74
Computer programmers	17.67	13.51	15.74	15.38
Computer systems analysts	21.15	NA	19.99	19.61
Maintenance & powerplant				
Carpenters	NA	NA	13.52	13.04
Electricians	14.12	13.61	14.50	14.90
Engineers, stationary	17.00	15.39	14.80	14.39
Machinists	14.57	13.25	15.80	13.67
Mechanics (machinery)	13.50	12.26	11.90	14.00
Tool & die makers	15.44	13.22	13.62	NA
Custodial & material movement				
Guards	6.31	7.63	5.55	10.38
Janitors, porters & cleaners	8.50	6.47	5.87	8.83
Laborers, mat'l hdlg	8.78	8.33	7.44	10.64
Shippers & receivers	8.51	8.81	9.80	9.96
Truckdrivers	11.85	12.16	12.85	11.98
Forklift operators	11.22	8.33	10.26	12.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 11, 14, 15, 17, 22, 24-26, 29, 32, 33
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 4 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 4 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1, 2 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 3, 5-10, 12, 13, 16, 18-23, 25, 27-32, 34, 35
North Bergen Twp. 1, 4 (N)
Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 4 (N)
Paterson 1, 4 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 32, 33
Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 1 (N)
Wayne Twp. 4 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Delaware & Hudson Railway Co.
4. New York, Susquehanna & Western

Airlines

5. Air Canada
6. American

CITIES OF NEW JERSEY:

Primed for Growth!

"The economic resurgence most of New Jersey is experiencing has now reached the inner-city. It didn't happen by chance.

"The revitalization of our cities is the result of strong collaboration between private industry and state government. Out of the State House have come multiple programs highlighted by financial incentives, lower sales tax, reasonable business taxes, and other legislation favorable to business. These programs plus PSE&G's substantial energy cost advantage over neighboring utilities have put New Jersey's cities in a dynamic growth cycle.

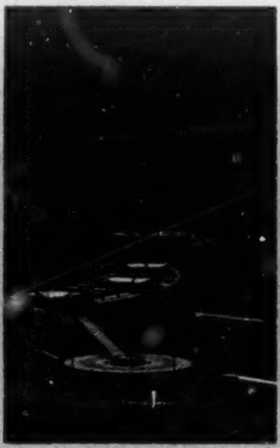
"Whatever city you visit in New Jersey, you will more than likely see entire neighborhoods on the rebound. You'll see new housing going up, new offices on the rise, old buildings being rehabilitated, vacant land being turned into industrial parks, new transportation and infrastructure projects in the works, new businesses moving in, and new jobs being filled.

"Make no mistake about it. The revitalization of our cities is a reality. And those businesses that relocate or expand in New Jersey and take part in the rebirth of our cities will reap the greatest rewards. Come grow with us."

E. James Ferland
PSE&G Chairman of the Board
President and Chief Executive Officer

Paterson

Newark



Jersey City

Elizabeth

New Brunswick

Trenton

Camden

FREE LITERATURE

I am looking for a new business location and would like more information about New Jersey's cities, what they have to offer, and how they can help me grow.

Note: Your request for free literature must be made on company stationery.

Name

Firm's Name

Address

City

State/Zip

Telephone

MAIL TO:
PSE&G, P.O. Box 570
Area Development Dept.
Newark, N.J. 07101

PL 43-87

YOU AND YOUR BUSINESS ARE BETTER OFF IN NEW JERSEY

PSE&G Public Service Electric and Gas Company

Subsidiary of PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED

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7. Carnival Air Lines
8. City Express
9. Continental
10. Continental Express-Bar Harbour Airlines
11. Continental Express-Southern Jersey
12. Delta
13. Eastern
14. Emerald Airlines
15. Gulfstream
16. Holiday Airlines
17. Jet Express
18. Mall Airways
19. Mohawk Airlines
20. Northwest
21. Northwest Airlink-Precision Airlines
22. Southern Jersey Airways Inc.
23. Tap Air Portugal
24. Trans World Express-Jet Express
25. Trans World Express-Metro Northeast
26. Trump Air
27. TWA
28. United
29. USAir
30. USAir Express-Commutair
31. USAir Express-Henson Airlines
32. USAir Express-Jetstream Intl
33. USAir Express-Suburban Airlines
34. UTA French Airlines
35. Virgin Atlantic Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 3e, 5g
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 3e, 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 1e, 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 3e, 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 2g, 3e, 4g, 5e, 6g
Wayne Twp. — 3e
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark 07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl., Rte. 54
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland 08360

Rural utilities contacts:

Sussex REC
Jim Jablonski
P.O. Box 346, Sussex 07461
201/875-5101

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	10**	257**
Gem stones	NA	3
Peat	26	448
Sand & gravel:		
Construction	17,300	94,200
Industrial	1,775	25,950
Stone (crushed)	18,300	127,900
Combined value of clays (common, 1987-88), marl (green sand), stone (crushed limestone, 1987-88), zinc, and zircon concentrates		18,049
Total 1988 (preliminary)		266,807

* thousand short tons
** excludes certain clays
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Secor, Donald E., Chief
Office of Business Dev.
NJ Dept. of Comm. and Econ. Dev.
20 West State St. CN 823
Trenton, 08625
609/984-2324

Areas & Others

Atlantic City
Lamey, John, C., Jr., Ind. Rep.
Atlantic City Div. Eco. Dev.
1333 Atlantic Ave., 08401
609/343-2345

Belvidere
Miers, Jay A., Sr., Dir.
Warren Cty. Eco. Dev. & Tour.
Wayne Dumont
Jr. Admin. Bldg, 07823
201/475-6580

Bridgeton
Behr, Timothy G., Dir.
County of Cumberland
Dept. of Plng. & Dev.
800 E. Commerce St., 08302
609/451-800

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Elizabeth
Benz, Christopher J., Dir. Program Dev.
Elizabeth Dev. Co.
P.O. Box 512
1045 E. Jersey St., 07207
201/289-0262

Freehold
Duffy, Bea, Dir.
Dept. Econ. Dev. Cty. of Monmouth
25 E. Main St., P.O. Box 1255
07728-1255
201/431-7470

Milburn
De Prez, Gene, V.P.
The Fantus Company

75 Main St., 07041
201/376-4100

Newark
Kukan, Stephen J., Gen. Mgr.
PSE&G, Area Dev. Dept.
80 Park Plaza, T-10-C
P.O. Box 570, 07101
201/430-7589

Newton
Watson, Herbert R., Dir.
Sussex Cty. EDC
49 High St., 07860
201/383-1217

Pennsauken
Giangiordano, Michael, Dir.
Camben County Eco. Dev. Dept.
6981 North Park Drive
East Bldg., 3rd Floor, 08109
609/663-2524

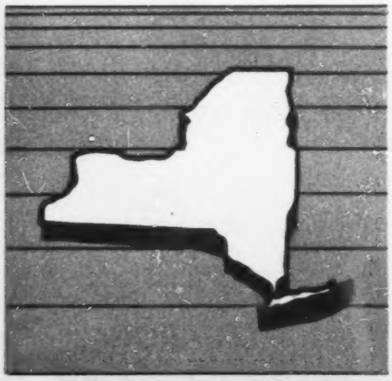
Roseland
Ketive, Samuel, Sr. V.P.
Bellemead Dev. Corp.
4 Becker Farm Rd., 07068
201/740-1110

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Trenton
Gable, Steffan N., Dir.
Mercer Co. Div. Eco. Dev.
P.O. Box 8068
640 S. Broad St., 08650
(609) 989-6555

Vineland
Patroski, Keith, Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772



NEW YORK

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Infrastructure development loans and grants
- Industrial effectiveness program
- Science and Technology foundation
- Regional loan funds
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agencies

Tax rates:

Corporate income tax......................9%
Personal income tax: 7.5%
Sales tax...... 4%-8¼% (varies locally)
Incorporation fee .... varies
Franchise tax.............same as income
Inventory tax................................. none
Gasoline tax .... $.08/gal. + sales tax

Advanced education facilities:

Four-year colleges & universities...161
Two-year or junior colleges 89
Registered private business & trade schools 374
Licensed trade schools...............268 (incl. in the 374)

Medical facilities:

Hospitals 269 (1989)
Outpatient clinics attached to hospitals 170 (1987)

Labor analysis:

Civilian labor force.....8,760,000 (11/89)
High school grads 196,112 (1987-88)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, NY 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Facilities Operation (same address as above), 518/457-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW YORK	17,557.3	18,029.4
Albany	101.7	98.1
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	53.1
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	327.2
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	33.6
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	43.1
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA
Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	34.6
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	68.6
New Rochelle	70.8	69.5
New York City	7,071.0	7,356.4
Niagara Falls	71.4	64.5
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	30.6
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	237.2
Rockville Centre	25.4	NA
Rome	43.8	42.8
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.1
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	159.6
Tonawanda Town	91.3	NA
Troy	56.6	54.4
Union Town	61.2	NA
Utica	75.6	70.6
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.2
Yonkers	195.4	186.3
Yorktown Town	32.0	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Albany-Schenectady-Troy	836.0	857.7
Binghamton	263.0	265.8
*Buffalo	1,015.0	966.1
Elmira	97.7	93.8
Glens Falls	109.6	114.8
*Nassau-Suffolk	2,605.8	2,669.7
*New York	8,275.0	8,576.9
*Niagara Falls	227.0	217.7
*Orange County	259.6	290.7
Poughkeepsie	245.1	262.2
Rochester	971.9	993.3
Syracuse	642.4	651.4
Utica-Rome	320.2	321.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK	801.7	39.7	10.79
Albany-Schenectady-Troy	25.5	41.7	11.36
Binghamton	4.4	40.9	10.04
Buffalo	29.2	41.5	12.94
Elmira	1.4	39.8	9.61
Nassau-Suffolk	79.6	39.9	11.94
New York-PMSA	568.9	37.0	10.04
New York City	533.5	36.5	9.86
Niagara Falls	2.1	41.1	13.84
Orange County	4.7	39.1	9.08
Poughkeepsie	5.1	40.2	10.91
Rochester	22.9	42.3	12.65
Rockland County	5.3	38.9	8.64
Syracuse	20.3	40.9	11.89
Utica-Rome	7.6	40.2	9.94
Westchester County	29.4	41.0	11.95

*preliminary figures for production workers

Unemployment

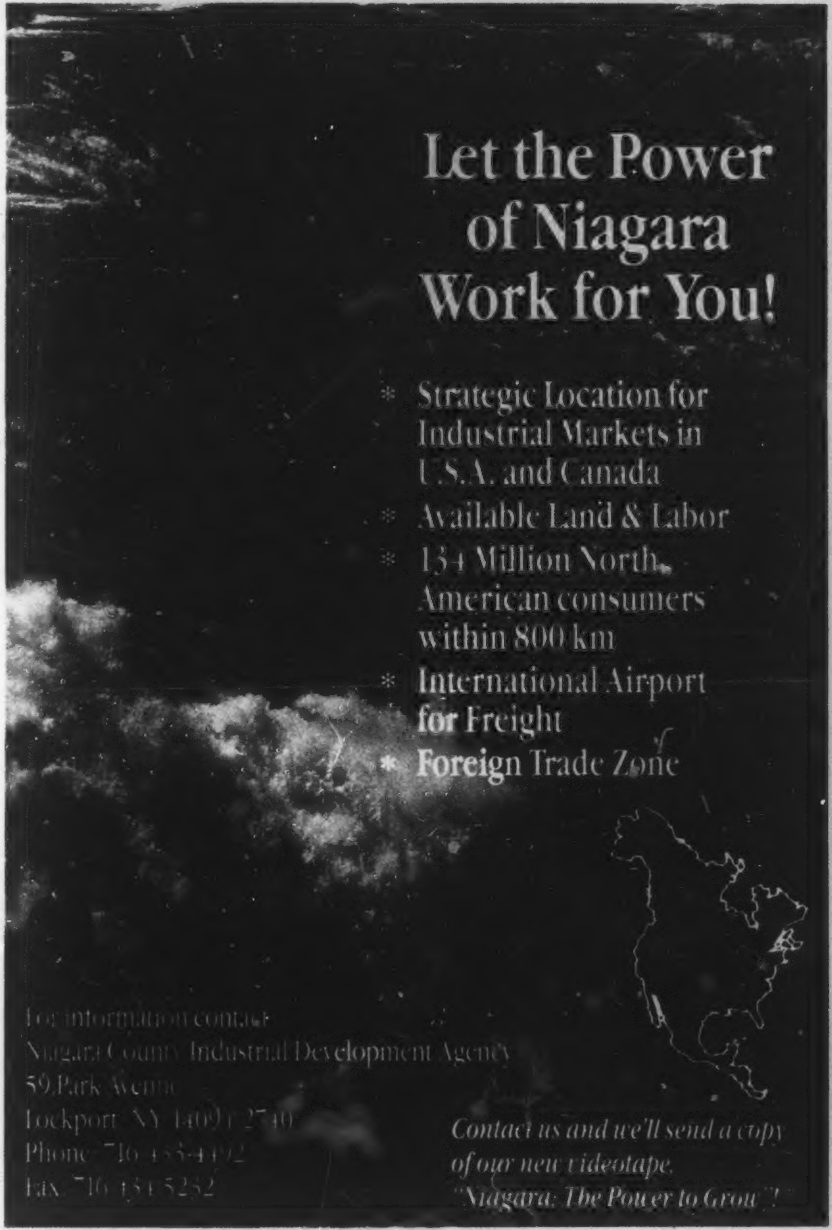
Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,675.2	401.6	4.6
Albany-Schenectady-Troy	435.0	15.5	3.6
Binghamton	127.9	5.1	4.0
Buffalo	461.2	23.0	5.0
Elmira	44.6	2.2	4.9
Nassau-Suffolk	1,444.2	59.4	4.1
New York	3,954.9	200.5	5.1
New York City	3,270.3	176.7	5.4
Orange County	137.4	6.6	4.8
Poughkeepsie	131.6	4.0	3.0
Rochester	518.6	18.9	3.6
Syracuse	321.8	12.4	3.8
Utica-Rome	139.2	5.9	4.3

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	340.0	36.4	18.43
MANUFACTURING	1,208.4	39.9	10.43
DURABLE GOODS	663.9	41.5	10.99
Lumber & wood prods.-SIC 24	16.0	39.6	7.87
Furniture & fixtures-SIC 25	23.2	39.2	8.01
Stone, clay, & glass prods.-SIC 32	31.7	42.3	11.34
Primary metal industries-SIC 33	25.5	41.9	11.66
Fabricated metal products-SIC 34	66.5	41.4	10.33
Machinery, except electrical-SIC 35	131.9	41.9	11.30
Electrical & electronic equip.-SIC 36	145.6	40.7	10.27
Transportation equipment-SIC 37	63.3	44.2	14.65
Instruments & related prods.-SIC 38	114.6	43.0	12.13
Misc. mfg. industries-SIC 39	45.7	38.2	8.43
Food & kindred prods.	75.1	41.1	9.89


Let the Power of Niagara Work for You!

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- Foreign Trade Zone

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Niagara County Industrial Development Agency
59 Park Avenue
Lockport, NY 14094-2740
Phone 716-433-4492
Fax 716-434-5252

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TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 5, 23, 24, 37, 41, 42, 45, 68, 77, 78, 82, 99, 100, 105, 107, 109
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 7 (120 through Farmingdale; N)

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/86	Buffalo 11/88	Nassau Suffolk 8/89	New York, NY 6/89	Poughkeepsie Kingston Newburgh 9/86
Office, professional, & technical					
Payroll clerks $	9.56	8.05	10.26	11.41	7.70
Accounting clerks	7.90	7.06	9.60	10.82	6.89
File clerks	5.36	5.56	6.96	7.44	NA
Typists	7.42	6.17	7.32	8.47	NA
Key entry operators	7.56	6.76	8.13	10.00	6.31
Secretaries	9.76	8.58	11.66	14.40	8.87
Stenographers	9.01	NA	NA	NA	NA
Switchbd opr-receptionists	6.44	6.05	8.78	9.52	6.06
Word processors	NA	8.09	9.09	12.51	NA
Drafters	11.99	11.54	12.95	13.94	11.09
Electronic technicians	13.01	12.36	11.79	16.80	NA
Computer operators	9.30	9.21	10.75	12.69	NA
Computer programmers	12.27	11.58	16.67	17.27	NA
Computer systems analysts	16.81	15.79	21.05	22.61	NA
Maintenance & powerplant					
Carpenters	NA	NA	12.37	15.37	NA
Electricians	11.84	15.72	15.88	15.23	12.35
Engineers, stationary	12.57	14.85	17.07	17.62	NA
Machinists	11.98	13.04	17.76	15.90	9.31
Mechanics (machinery)	10.93	13.90	NA	14.00	10.06
Tool & die makers	13.08	15.47	15.73	15.46	11.29
Custodial & material movement					
Guards	6.25	4.71	7.89	6.41	4.83
Janitors, porters, & cleaners	6.59	4.71	6.77	10.56	5.13
Laborers, material handling	10.21	12.40	7.96	10.60	9.71
Shippers & receivers	8.66	8.60	8.67	9.29	6.64
Truckdrivers	11.70	12.92	18.55	13.93	10.16
Forklift operators	9.16	11.78	11.56	11.56	8.07

Binghamton 3, 5, 8, 37, 99, 100, 106, 107, 112
Brighton Town 3 (Rochester)
Buffalo 2-6, 9-11, 23, 36, 38, 41, 45, 68, 74, 77, 82, 99, 105, 107
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 8 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (White Plains)
Elmira 3, 37, 99, 106, 107, 110, 112
Freeport 7 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 5
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 7 (N)
Huntington Town 7 (120 through Farmingdale; N)
Irondequoit Town (Rochester)
Islip Town 7, 23, 42, 45, 68, 74, 78, 99, 106, 107, 110, 113
Ithaca 3, 37, 74, 99, 107, 110, 112
Jamestown 3, 108
Lancaster Town 3 (Buffalo)
Lindenhurst 7 (120 through Farmingdale; N)
Long Beach 7 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 3, 4, 6, 7, 12-37, 39-72, 74-107, 109-112, 114-119
Niagara Falls 3, 5, 6 (Buffalo)
North Tonawanda 3, 5 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 7 (N)
Pittsford 3
Poughkeepsie 24, 99
Rochester 3, 4, 23, 36, 37, 41, 68, 73, 77, 82, 99, 105, 107
Rockville Centre 7 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 5 (Albany)
Smithtown Town 7 (Islip)
Southampton Town 7 (Islip)
Syracuse 3, 6, 23, 36, 37, 41, 42, 68, 74, 77, 82, 99, 104-107, 109
Tonawanda Town 3 (Buffalo)
Troy 3, 5 (Albany)
Utica 3, 8, 74, 107
Valley Stream 7 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 74, 99
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 24, 41, 42, 68, 74, 77, 99, 105, 106, 110, 112
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. Canadian National
3. Conrail
4. CSX Transportation, Inc.
5. Delaware & Hudson Railway Co.
6. Illinois Central
7. Long Island Railroad Co.
8. New York, Susquehanna & Western
9. Norfolk Southern Corp.
10. Norfolk and Western Railway
11. Pittsburgh & Lake Erie R.R. Co.

Airlines

12. Aer Lingus
13. Aeroflot-Soviet Airlines
14. Aerolineas Argentinas
15. Aeromexico
16. Air Afrique
17. Air Canada
18. Air France
19. Air India
20. Air Jamaica Limited
21. Alitalia
22. Alm-Antillean
23. American
24. American Eagle
25. America West
26. Austrian Airlines
27. Avensa
28. Avianca
29. Braniff
30. British Airways
31. BWIA Int'l
32. CAAC
33. Carnival Air Lines
34. China Airlines
35. City Express
36. Continental
37. Continental Express-Bar Harbour Airlines
38. Continental Express-Brett Airways
39. Continental Express-Southern Jersey
40. Czechoslovak Airlines
41. Delta
42. Delta Connection-Business Express
43. Dominicana
44. East Hampton Aire

45. Eastern
46. Eastern Express-Bar Habor
47. Ecuatoriana
48. Egyptair
49. El Al
50. Enterprise Airlines
51. Finnair
52. Gulf Air
53. Guyana Airways
54. Holiday Airlines
55. Iberia Airlines of Spain
56. Icelandair
57. Japan Airlines
58. KLM
59. Korean Air
60. Kuwait Airways
61. Lacsa
62. Ladeco-Linea Aerea Del Cobre
63. Lan Chile S. A.
64. Long Island Airlines
65. Lot
66. Lufthansa
67. Malev-Hungarian Airlines
68. Mall Airways
69. Mexicana
70. MGM Grand Air, Inc.
71. Midway Airlines, Inc.
72. Midwest Express
73. Midwest Express-Skyway
74. Mohawk Airlines
75. New York Helicopter
76. Nigeria Airways
77. Northwest
78. Northwest Airlink-Precision Airlines
79. Olympic
80. Pakistan Int'l. Airlines
81. Pan American
82. Pan Am Express
83. Pan American World Airways-Malev Hungarian
84. PBA-Provincetown-Boston Airline, Inc.
85. Phillipine Airlines
86. Qantas Airways-American Airlines
87. Regal Bahamas Intl.
88. Royal Air Maroc
89. Royal Jordanian
90. Sabena
91. SAS
92. Saudi Arabian Airlines
93. Southern Jersey Airways, Inc.
94. Swissair
95. TAP Air Portugal
96. Tarom
97. Tower Air, Inc.
98. Trans World Express-Jet Express
99. Trans World Express-Metro Northeast
100. Trans World Express-Pocono
101. Trump Air
102. Trump Shuttle
103. Turk Hava Yollari
104. TWA
105. United
106. United Express-Presidential Airways
107. USAir
108. USAir Express-Chautauqua Airlines
109. USAir Express-Commutair
110. USAir Express-Henson Airlines
111. USAir Express-Jetstream Intl.
112. USAir Express-Pennsylvania Airlines
113. USAir Express-Suburban Airlines
114. UTA French Airlines
115. Varig
116. Viasa
117. Virgin Atlantic Airways
118. Yugoslav Airlines
119. Zambia Airways
120. Jet Express

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 12eg
Amherst Town — 12e
Auburn — 11eg
Babylon Town — 9eg
Binghamton — 11eg, 3g
Brighton Town — 12e, 14eg
Brookhaven Town — 9eg
Buffalo — 12e, 10g
Carmel — 11e
Cheektowaga Town — 11e, 12e
Clarkstown Town — 13eg
Clay Town — 12e
Colonie Town — 12e
Cortlandt City — 12e, 11g
DeWitt Town — 12e, 16g
Eastchester Town — 4eg
Elmira — 11eg, 5g
Freeport — 7e
Gates Town — 14eg
Glenville Town — 12e
Greece Town — 14eg
Guilderland — 12e
Hamburg Town — 11e, 12e, 10g
Haverstraw Town — 13eg
Hempstead — 9eg
Hempstead Town — 9eg
Henrietta Town — 12e, 14eg
Huntington Town — 9eg
Irondequoit Town — 14eg
Islip Town — 9eg
Ithaca — 11eg
Jamestown — 8e, 12e, 10g
Lancaster Town — 11e, 10g
Long Beach — 9eg
Mamaroneck Town — 4eg
Manlius Town — 12e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 9g, 1g
Niagara Falls — 12e, 10g
North Tonawanda — 12e, 10g
Orangetown Town — 13eg
Ossining Town — 4eg
Oyster Bay Town — 9eg
Penfield — 14eg
Perinton Town — 6e, 14eg
Pittsford Town — 14eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 13eg
Rochester — 2e, 14eg
Rockville Centre — 15e
Rome — 12eg
Rotterdam Town — 12e
Rye Town — 4eg
Salina Town — 12e
Schenectady — 12eg
Smithtown Town — 9eg
Southampton Town — 9eg
Syracuse — 12eg, 16g
Tonawanda Town — 12e, 10g
Troy — 12eg
Union Town — 11e, 3g
Utica — 12eg
Vestal Town — 11e, 3g
Wappinger — 2e
Watertown — 12eg
Webster — 14eg
West Seneca Town — 11e, 12e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 11e

1. Brooklyn Union Gas Co.
195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
284 South Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
200 Civic Center Dr., Columbus, OH 43215
4. Consolidated Edison Co. of NY
4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
27 E. Denison Pkwy., Corning 14830
6. Fairport Municipal Commission
31 S. Main St., Box 500,
Fairport 14450
7. Freeport Electric Dept.
220 W. Sunrise Hwy., Freeport 11520
8. Jamestown Bd. of Public Utilities
200 E. Third St., Box 700,
Jamestown 14702
9. Long Island Lighting Co.
175 E. Old Country Rd., Hicksville 11801
10. National Fuel Gas Dist. Corp.
10 Lafayette Sq., Buffalo 14203
11. NY State Elec. & Gas Corp.
4500 Vestal Pkwy. E.
Binghamton 13903
12. Niagara Mohawk Power Corp.
300 Erie Blvd. W., Syracuse 13202
13. Orange and Rockland Utilities, Inc.
One Blue Hill Pl., Pearl River 10965
14. Rochester Gas & Electric Corp.
89 East Ave., Rochester 14649
15. Rockville Centre Electric Dept.
P.O. Box 950, Rockville Centre 11571
16. Syracuse Suburban Gas Co.
207 N. Center St., E. Syracuse 13057

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	677	3,719
Emery	W	W
Gem stones	NA	135
Peat	3	93
Salt	4,781	116,630

Sand & gravel:		
Construction	33,400	113,600
Industrial	45	800
Stone:		
Crushed	37,400	189,400
Dimension	31	4,280
Combined value of cement, garnet (abrasive), gypsum, lead, silver, talc and pyrophyllite, wollastonite, zinc, and values indicated by W		245,909
Total 1988 (preliminary)		674,566

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

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Domestic Attraction Group
New York State Dept. of Econ. Dev.
One Commerce Plaza
Albany, 12245
518/473-1325

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Amherst Ind. Dev. Auth.
5878 Main St., 14221
716/634-8575

Binghamton
D'Attilio, Richard, Mngr. Eco. Dev.
N.Y. State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13903
607/729-2551
Turner, Mark E., Exec. Dir.
Broome Cty. Ind. Dev. Agency
19 Chenango St., Ste 702, Press Bldg.
P.O. Box 1026, 13902
607/772-8212

Brooklyn
Adler, Diane P., Dir. Comm.
Brooklyn Econ. Dev. Corp.
16 Court St., 14th Fl., 11201
718/643-3926
Teatum, Michael J., Jr., Dir.
Area Dev. Dept.
Brooklyn Union Gas
195 Montague St. 11201
718/403-3370

Buffalo
Brown, Randell J., Chmn.
Metro Buffalo Alliance for Econ. Dev.
107 Delaware Ave., 14202
716/852-7160

Elmira
Bivens, Robert W., Dir.
Muggleton, Martin J., Asst. Dir.
Southern Tier Econ. Growth, Inc.
Ste. 211, Mark Twain Bldg., 14901
607/733-6513

Hauppauge
Marino, Joseph, Dir. Bus. Dev.
Suffolk Cty. Office of Econ. Dev.
Div. of the Plng. Dept.
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Veterans Memorial Hwy., 11788
516/360-4800

Kenmore
Freedman, Allan, Exec. Dir.
Town of Tonawanda Dev. Corp.
2840 Delaware Ave., 14217
716/875-8164

Kingston
RaKov, Peter W., Exec. Dir.
Cocalas, Alice H., Asst. Dir.
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44 Main St.
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914/338-8840

Lockport
Brunett, Dana R., Econ. Dev. Asst.
Niagra County IDA
59 Park Avenue, Rm. 205, 14094
716/433-4492

Massena
Executive Director
Massena EDC
P.O. Box 463, 13662
315/769-8484

Mineola
Latham, Stephen, Deputy Cmsnr.
Dept. of Commerce & Industry,
Nassau County
1550 Franklin Ave., 11501
516/535-4160

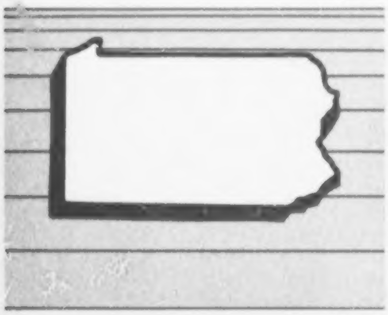
Monticello
Osenni, Paula, Ind. Dev. Rep.
County of Sullivan
Ind. Dev. Agency
100 North St., 12701
914/794-3000 ext. 142

New York
Manak, John, Area Dev. Mgr.
Con Edison, Area Dev. Dept.
4 Irving Place, 10003
212/460-4153
Levine, Ted M., Pres.
Dev. Counselors Int'l
220 Fifth Ave., 10001
212/725-0707
Jaeger, Roy H., Mngr.
Olton, Barbara K., Sr. Prop. Rep.
Port Auth. of N.Y. & N.J.
64W-One World Trade Ctr., 10048
212/466-7978
212/466-7985

Oriskany
Potocki, Rodger P., Exec. V.P.
Oneida Cty. Ind. Dev. Corp.
Oneida Cty. Airport, 13424
315/736-0888

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty., Inc.
P.O. Box 4067, 13126
315/343-1545

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700, ext. 4975



PENNSYLVANIA

STATE INFORMATION:

Financial assistance to industry:

Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., export, and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital

Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. rates from 3%-8%.

Penn. Ec. Dev. Financing Authority (PEDFA) — Pooled bond issues for both tax-exempt and taxable bonds to provide business loans for land, bldgs., machinery & equip.

Customized Job Training (CJT) — Funds for individualized vocational training

Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.

Technology Iniatives — Links state, private & educational resources, offering financial assistance through the Ben Franklin Partnership Challenge grants, Research Seed grants, and seed venture capital & technical assistance through technology centers & industrial resource centers.

Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) & Penn. Infrastructure Investment Authority (Pennvest) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion

Employee Ownership Assistance Program — Financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.

Penn. Energy Development Authority (PEDA) — Funds projects which develop, promote, or more efficiently use PA energy resources.

Enterprise Zone Program — Provides economic development incentive to businesses located in a designated distressed community.

Machinery Equip. Loan Fund — For mfg., indtl., agric. processors, mining ops., etc., up to 50% of cost on $50,000 max.

Tax Credit Programs:

1. Neighborhood Assistance — credit for facilities donated to non-profit groups.
2. Job Creation — credit against federal unemployment insurance costs for creating new jobs.

Tax rates:

Corporate income tax	8.5%
Personal income tax	2.1% flat rate
Sales tax	6%
Incorporation tax	NA
Franchise tax	95 mills on fixed formula with some statutory exemptions including exemption of the

first $100,000 of the tax base and all manufacturing operations

Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	106
Two-year or junior colleges	23
Vocational or business schools	93

Medical facilities:

Hospitals	305
Clinics	NA

Labor analysis:

Civilian labor force	5,857,000 (10/89)
High school grads	145,929 (1988)

For additional labor market information, contact: Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, PA 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address as above), 717/787-2666

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
PENNSYLVANIA	11,866.7	12,045.6
Abington Twp.	59.1	59.5
Allentown	103.8	105.9
Altoona	57.1	53.3
Bensalem Twp.	52.4	59.5
Bethel Park	34.8	NA
Bethlehem	70.4	72.7
Bristol Twp.	58.7	61.4
Cheltenham Twp.	35.5	NA
Chester	45.8	44.1
Easton	26.0	27.5
Erie	119.1	116.5
Falls Twp.	36.1	NA
Harrisburg	53.3	51.7
Haverford Twp.	52.3	52.9
Hazleton	27.3	25.3
Hempfield Twp.	43.4	43.0
Johnstown	35.5	31.6
Lancaster	54.7	59.0
Lebanon	25.7	26.7
Lower Merion Twp.	59.7	60.5
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	26.8
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.9
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA
New Castle Twp.	33.6	NA
Norristown	34.7	34.0
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	54.2
Philadelphia	1,688.2	1,642.9
Pittsburgh	423.9	382.8
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	77.7
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	81.7
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	35.0
Upper Darby Twp.	84.1	88.0
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	47.9
Williamsport	33.4	32.1
York	44.6	44.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	674.3
Altoona	136.6	133.2
*Beaver County	204.0	192.0
Erie	279.8	282.8
Harrisburg-Lebanon-Carlisle	555.0	588.4
Johnstown	264.5	254.8
Lancaster	362.3	407.2
*Philadelphia, PA/NJ	4,716.8	4,909.7
*Pittsburgh	2,219.0	2,109.1
Reading	312.5	329.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,047.6	40.5	10.68
Allentown-Bethlehem	76.4	40.2	10.60
Altoona	10.6	39.3	9.37
Beaver County	9.4	42.3	10.69
Erie	35.8	42.9	10.85
Harrisburg-Lebanon-Carlisle	51.4	39.9	10.07
Johnstown	12.8	38.4	8.56
Lancaster	58.5	40.5	10.73
Philadelphia PMSA	364.1	40.4	11.61
Pittsburgh	126.5	42.1	11.26
Reading	49.7	41.2	11.09
Scranton-Wilkes-Barre	70.7	38.8	9.27
Williamsport	15.7	40.9	9.72
York	61.1	41.6	10.32

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,857.3	258.8	4.4
Allentown-Bethlehem	332.4	15.2	4.6
Altoona	60.4	3.6	6.0
Beaver County	59.1	3.6	6.2

Area Wage Survey

Average straight-time hourly earnings

	Philadelphia, PA/NJ 11/88	Pittsburgh 2/88	York 1/88	Northeast Pennsylvania 8/86	Scranton Wilkes-Barre 8/89
Office, professional, & technical					
Payroll clerks	$ 8.78	8.81	7.64	8.49	8.22
Accounting clerks	8.34	8.10	6.64	6.14	6.90
File clerks	5.95	5.74	5.10	4.84	5.92
Typists	7.74	7.36	6.93	6.36	5.76
Key entry operators	7.34	7.41	7.03	5.85	6.52
Secretaries	10.73	9.86	8.40	7.79	8.86
Stenographers	11.91	9.72	8.15	7.70	NA
Switchbd opr-receptionists	7.57	6.92	6.18	5.59	6.47
Word processors	8.46	9.09	7.18	6.61	7.21
Drafters	NA	12.89	10.08	8.70	9.12
Electronics technicians	NA	14.20	14.21	12.94	13.75
Computer operators	9.69	9.64	7.92	7.85	8.04
Computer programmers	14.22	13.49	10.91	10.99	12.99
Computer systems analysts	18.27	17.50	14.46	17.17	16.87
Maintenance & powerplant					
Carpenters	12.99*	11.76	11.91	8.77	NA
Electricians	13.21	12.52	12.56	10.97	11.98
Engineers, stationary	12.22	13.62	13.59	11.70	12.90
Machinists	13.20	11.64	11.94	10.33	11.13
Mechanics (machinery)	12.71	12.56	11.41	10.07	10.99
Tool & die makers	13.29	12.82	13.60	11.49	13.10
Custodial & material movement					
Guards	5.47	4.91	NA	4.17	5.63
Janitors, porters & cleaners	6.76	5.06	7.71	4.97	6.35
Laborers, mat'l handling	8.64	9.72	10.96	10.83	10.41
Shippers & receivers	9.11	9.96	8.55	8.28	9.45
Truckdrivers	13.27	12.90	9.56	10.03	12.05
Forklift operators	9.08	10.88	9.33	10.34	11.09

*Maintenance & powerplant figures for Philadelphia are for 11/86

Locate without the wait.

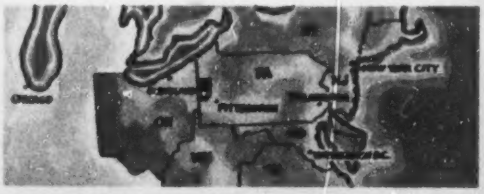
Start reaping the benefits of **Beaver County, Pennsylvania**—from an appealing living environment to solid resources—by expanding or relocating to one of its existing business and industrial parks.

Strategically located 15 miles northwest of Pittsburgh on the Ohio River, the **Port Ambridge Industrial Park** consists of 13 buildings ranging from 50,000 to 200,000 square feet—a total of 1.3 million square feet available for sale or lease. All buildings are equipped with overhead cranes, making them suitable for manufacturing and warehousing. The park also has on-site docking facilities and is served by Conrail.

Or house your business at the 1.2 million square foot **Ambridge Regional Distribution & Manufacturing Center**, just 20 minutes from downtown Pittsburgh. A complete site redevelopment is underway to provide tenant spaces of virtually any size at affordable lease prices, featuring truck docks, new concrete floors and overhead cranes. Conrail service and its proximity to Pittsburgh's extensive road network make this an ideal location for manufacturing, warehousing and distribution.

These sites will allow you to efficiently serve the major markets of the East, Midwest and Great Lakes regions via river, interstate highways, rail and the expanding Greater Pittsburgh International Airport.

Or, if you prefer working from the ground up, turn to **Hopewell Business and Industrial Park**—97 acres of fully improved, prime land. Just 10 minutes from the airport and 30 minutes from downtown Pittsburgh, it offers what *Inc.* magazine calls *one of the country's best financing packages*, as well as low land-acquisition and local tax costs. Build, lease or lease/purchase to your specifications.



For more information—including a video and current socio-economic reports—call Mr. Clair Searfoss at the Beaver County Corporation for Economic Development, (412) 728-8610.

**BEAVER COUNTY CORPORATION
FOR ECONOMIC DEVELOPMENT**
798 Turnpike Street, Beaver, PA 15009

Circle 14 on Brochure Service Card

Erie	133.7	6.6	4.9
Harrisburg-Lebanon-Carlisle	327.4	12.4	3.8
Johnstown	96.2	6.0	6.3
Lancaster	226.1	8.2	3.6
Philadelphia	2,418.9	94.4	3.9
Pittsburgh	977.5	41.2	4.2
Reading	181.2	7.8	4.3
Scranton-Wilkes-Barre	362.8	19.7	5.4
Williamsport	60.6	3.2	5.3
York	221.7	8.6	3.9

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	230.8	NA	NA
MANUFACTURING	1,055.8	41.0	10.27
DURABLE GOODS	602.9	42.0	10.97
Lumber & wood prods.-SIC 24	31.2	40.3	8.65
Furniture & fixtures-SIC 25	21.8	40.1	8.93
Stone, clay & glass prods.-SIC 32	47.3	42.8	10.71
Primary metal industries-SIC 33	91.1	42.9	12.76
Fabricated metal products-SIC 34	91.8	42.5	10.60
Machinery, except electrical-SIC 35	108.1	43.1	11.24
Electrical & electronic equip.-SIC 36	92.4	41.0	10.14
Transportation equip. SIC 37	61.8	42.3	12.58
Instruments & related prods.-SIC 38	36.4	41.1	10.36
Misc mfg. industries-SIC 39	21.0	38.8	9.95
Food & kindred prods.	91.6	40.7	10.10

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (49 through Blue Bell)
Allentown 3, 4, 8, 19, 23, 30, 35, 39, 41, 42, 45, 48
Altoona 3, 47
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 6, 20, 31, 42, 45, 46
Harrisburg 3, 4, 8, 11, 12, 19, 30, 37-40, 42, 45-47
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 47
Lancaster 3, 48
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 7 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 7 (Pittsburgh)
Norristown 3 (49 through Blue Bell)
Northampton Twp. (Allentown)
Philadelphia 2-5, 9-14, 18, 19, 21-30, 32-34, 36-39, 42, 45-49
Pittsburgh 2, 3, 5, 7, 11, 14-18, 21, 23, 27, 30, 33, 38, 39, 42-44, 47, 48
Reading 2, 3, 40, 48
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 40, 46, 47
Upper Darby Twp. (Philadelphia)
Warminster Twp. (49 through Blue Bell)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 19, 23, 36, 37, 41, 42, 45, 46, 48
Williamsport 3, 41, 47
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central
6. Norfolk and Western Rwy. Co.
7. Pittsburgh & Lake Erie R.R. Co.

Airlines

8. Air Canada-Air Toronto
9. Air France
10. Air Jamaica Limited
11. American
12. American Eagle
13. Bahamasair
14. British Airways
15. Canadian Airlines Intl.-Can Part-On Express
16. Central States Airlines
17. Christman Air System
18. Continental
19. Continental Express-Bar Harbour Airlines
20. Continental Express-Britt Airways
21. Delta
22. Delta Connection-Business Express
23. Eastern
24. East Hampton Aire
25. Lufthansa
26. Mexicana
27. Midway Airlines, Inc.
28. Midwest Express
29. Mohawk Airlines
30. Northwest
31. Northwest Airlink-Mesaba Aviation
32. Northwest Airlink-Precision Airlink
33. Pan American
34. Pan Am Express
35. PBA-Provincetown-Boston Airline, Inc.
36. Trans World Express-Metro Northeast
37. Trans World Express-Pocono
38. TWA
39. United
40. United Express-Air Wisconsin
41. United Express-Presidential Airways
42. USAir
43. USAir Express-Chautauqua Airlines
44. USAir Express-Crown Airways
45. USAir Express-Henson Airlines
46. USAir Express-Jetstream Intl.
47. USAir Express-Pennsylvania Airlines
48. USAir Express-Suburban Airlines
49. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 13eg, 9g
Allentown — 10e, 15g
Altoona — 8e, 12g
Bensalem Twp. — 13g
Bethel Park — 3e, 16e, 2g, 4g
Bethlehem — 10e, 15g
Bristol Twp. — 13eg
Cheltenham Twp. — 13eg
Chester — 13eg
Easton — 5e, 7g, 15g
Erie — 8e, 6g
Harrisburg — 10e, 15g
Haverford Twp. — 13eg
Hazleton — 10e, 15g
Hempfield — 12g
Johnstown — 8e, 12g
Lancaster — 10e, 15g
Lebanon — 5e, 15g
Lower Merion Twp. — 13g
Lower Paxton Twp. — 15g
Manheim Twp. — 10e, 15g
McCandless Twp. — 3e, 2g, 4g
McKeesport — 3e, 4g
Millcreek Twp. — 9g
Monroeville — 3e, 4g, 12g
Mt. Lebanon Twp. — 3e, 2g, 4g
New Castle — 11e, 2g
Norristown — 13eg
Northampton Twp. — 10e, 13g, 15g
North Huntington Twp. — 2g, 4g
Penn Hills Twp. — 3e, 12g
Philadelphia — 13e, 14g
Pittsburgh — 3e, 1g, 2g, 4g, 12g
Plum — 3e, 4g
Radnor Twp. — 13eg
Reading — 5e, 15g
Ridley Twp. — 13eg
Ross Twp. — 15e, 2g, 4g
Scranton — 10e, 9g
Shaler Twp. — 3e, 4g
Springfield Twp. — 13eg, 7g
State College — 16e, 2g
Upper Darby Twp. — 13eg
Upper Moreland Twp. — 13g
Warminster Twp. — 13eg
West Mifflin — 3e, 3g, 4g
Wilkes-Barre — 10e, 9g
Williamsport — 10e, 9g
York — 5e, 2g

1. Carnegie Natural Gas Co.
   800 Regis Ave., Pittsburgh, 15236
2. Columbia Gas of PA, Inc.
   200 Civic Center Dr., Columbus, Ohio 43215
3. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
4. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219

THE HOME OF LITTLE LEAGUE IS ALSO HOME TO SOME VERY HEAVY HITTERS

Williamsport/Lycoming County, Pennsylvania is the birthplace and home of Little League Baseball. But Williamsport is also home to some very prestigious companies, such as: Kellogg, Tetley, Frito Lay, Grumman Longlife Vehicles, Charlotte Pipe, Litton, Koppers, Shop-Vac, Stone Container, Textron Lycoming, Woolrich, the West Company and many more.

These industry giants call Williamsport/Lycoming County home for many different reasons.

Williamsport, located just north of I-80 in the center of Pennsylvania is less than 200 miles from New York, Philadelphia, Baltimore, Washington and Pittsburgh. In fact, we are within 300 miles of over 90 million people and our modern Interstates provide incredible access to most major East Coast Markets. So our exceptional geographic location probably had a lot to do with these companies choosing Williamsport but some selected this location because they preferred our clean water resources and treatment facilities, some our abundant supply of hardwoods, for others it was the competitively priced utilities.

Now that they're here, they've all had a very pleasant discovery. Williamsport's well educated and highly dedicated labor force has rewarded these companies with unparallelled productivity. Their appreciation for their natural surroundings and affordable lifestyle and their respect for their fellow man has made Lycoming County's labor force Lycoming County's greatest asset. Little League's wholesome family atmosphere and principles of fair play are indicative of the lifestyle of Williamsport.

Ask any Little Leaguer where he'd go to prove he's the best and his answer may just be the best business advice you'll ever get.

For more information, contact:
Peter Loedding, A.I.C.P.
454 Pine Street
Williamsport, PA 17701
(800) 358-9900
(717) 326-1971

Williamsport-Lycoming Chamber of Commerce

For a free VHS video about Williamsport, mail or fax your request on company letterhead. Fax (717) 321-1208.

Circle 15 on Brochure Service Card

5. Metropolitan Edison Co.
2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; Box 16001, Reading 19640-0001
6. National Fuel Gas Dist. Corp.
10 Lafayette Sq., Buffalo, NY 14203
7. North Penn Gas Co.
76-80 Mill St., Port Allegany 16743
8. Pennsylvania Electric Co.
1001 Broad St., Johnstown 15907
9. Pennsylvania Gas & Water Co.
39 Public Square, Wilkes-Barre 18711
10. Pennsylvania Power & Light Co.
2 N. 9th St., Allentown 18101-1179
11. Pennsylvania Power Co.
1 E. Washington St., Box 891, New Castle 16103-0891
12. Peoples Natural Gas Co.
625 Liberty Ave., Pittsburgh 15222-3197
13. Philadelphia Electric Co.
2301 Market St., Philadelphia 19101
14. Philadelphia Gas Works
800 W. Montgomery Ave., Philadelphia 19122
15. UGI Corp.
Box 858, Valley Forge 19482; 225 Morgantown Rd., Reading 19611
16. West Penn Power Co.
Cabin Hill, Greensburg 15601

Rural utilities contacts:

Allegheny Electric Co-op
Jesse Tilton, EVP
P.O. Box 1266, Harrisburg 17108
717/233-5704

Penn, Rural Elec. Assn.
Joe Dudick, Dir., Pub. Affairs
P.O. Box 1266, Harrisburg 17108
717/233-5704

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	6,400	346,700
Masonry	405	31,100
Clays**	1,240	5,167
Gem stones	NA	5
Lime	1,510	89,606
Peat	19	500
Sand & gravel:		
Construction	15,400	70,800
Industrial	W	W
Stone:		
Crushed	93,800	468,400
Dimension	59	9,584
Combined value of clays (kaolin), mica (scrap), tripoli, and values indicated by W		14,292
Total 1988 (preliminary)		1,036,154

* thousand short tons
** excludes certain clays
w withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Director
PA Dept. of Commerce/
Economic Dev. Partnership
433 Forum Building
Harrisburg, 17120
717/787-3003

Areas & Others

Allentown
Benner, Donald P., Pres.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581
Lesko, Joseph R., Mgr.
Penn. Power & Light
2 North 9th St., 18101
215/770-5203

Beaver
Searfoss, Clair E., Dir.
Office Eco. Dev.
Beaver Cty. C.E.D.
3rd St., Beaver Cty Courthouse, 15009
412/728-5700

Bethlehem
Bollinger, Dick, Mktg. Dir.
Lehigh Valley Ind. Park Inc.
95 Highland Ave., Ste. 310, 18015
215/866-4600

Camp Hill
Graf, William S., Exec. V.P.
Central Pennsylvania Business People

214 Senate Ave., 17011
717/761-2000

Dresher
Southard-Franco, Judy
Southard Company
715 Twining Rd., Ste. 102, 19025
215/576-7181

Franklin
Zastawney, John W., Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Greensburg
Dinardo, Ralph, Econ. Dev. Spvr.
West Penn Power Co.
Cabin Hill, 15601
412/838-5901

Lancaster
Wauls, David
Lancaster Cty. E.D.C.
P.O. Box 1558, 17603
717/397-4046

Lewistown
Postal, Robert, Exec. Dir.
Mifflin Cty. I.D.C.
1 Belle Ave.
Mifflin Cty. Ind. Plz., 17044
717/242-0393

New Castle
Ross, Richard, Dir. Area Dev.
Pennsylvania Power Co.
1 E. Washington St.
P.O. Box 891, 16103-0891
Callen, Robert T., Exec. Dir.
Lawrence Cty. EDC
Shenango Street Station, 16101
412/658-1488

Philadelphia
Orsborn, James T., CID
Mgr., Reg. Info. Svcs.
Conrail Reg. Market Dev. Dept.
1528 Walnut St., Rm. 1601, 19081
215/893-6030

Pittsburgh
Evans, Jim
Area Dev. Dept.
Equitable Gas
420 Blvd. of the Allies, 15219
412/553-5790

Pittston
Grossman, Howard J., Exec. Dir.
Econ. Dev. Council of N.E. Penn.
1151 Oak St., 18640
717/655-5581

Pottsville
Dunleavy, Edward J.
Dir. Mktg.
Schuylkill Econ. Dev. Corp. (SEDCO)
201 E. Laurel Blvd., 17901
717/622-1943

Trevose
Ponce, Juanita
The Korman Co.
2 Neshaminy Interplex, 19047
215/245-0700

Wilkes-Barre
Boam, Gary
Gtr. Wilkes-Barre Partnership, Inc.
Suite 600, Dept. PL 13
69 Public Square, 18701-2505
717/823-7728

Williamsport
Leonard, Chuck, VP Econ. Dev.
Williamsport-Lycoming C of C
454 Pine St., 17701
717/326-1971

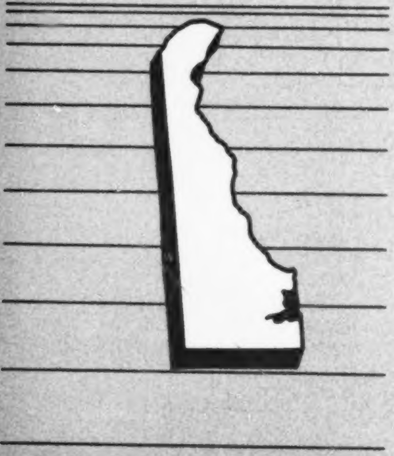
When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

SOUTH ATLANTIC

- DELAWARE
- FLORIDA
- GEORGIA
- MARYLAND
- NORTH CAROLINA
- SOUTH CAROLINA
- VIRGINIA
- WEST VIRGINIA



DELAWARE

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal, county & state
- Industrial revenue bond financing
- SBA 503 financing
- SBA 7(a) Financing
- Municipal and county revolving loan program
- Job training assistance
- Available property inventory

Tax rates:

Corporate income tax....................8.7%
Personal income tax 1.0%-7.7% (1989)
Sales tax .... none
Franchise & incorp. tax.............. varies
Inventory tax...................................... none
Personal property tax ....none
Gasoline tax .... $.16/gal.

Advanced education facilities

Four-year colleges & universities.......5
Two-year or junior colleges 4
Vocational & business schools.........25

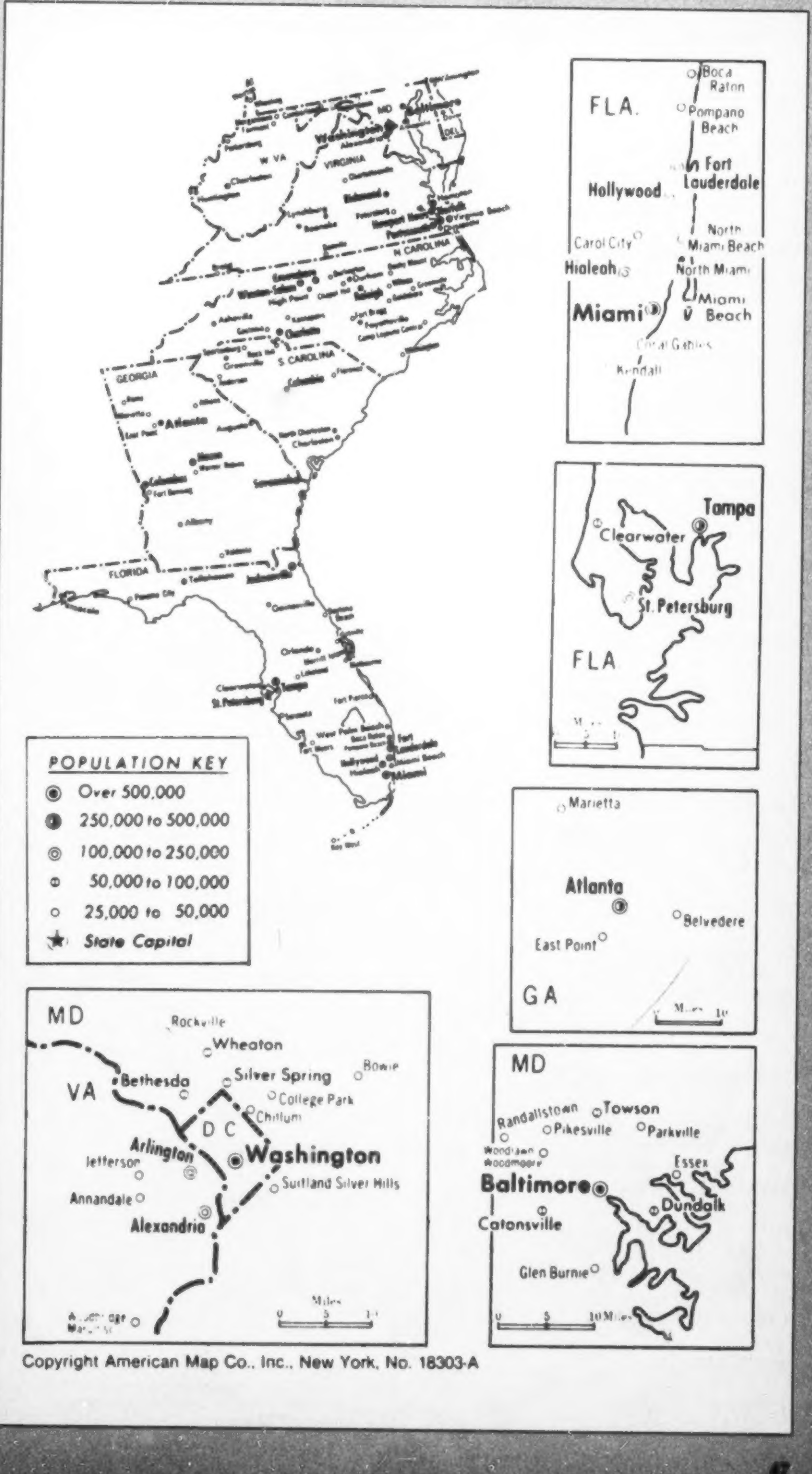
Medical facilities:

Hospitals 15
Clinics 18

Labor analysis:

Civilian labor force.....................367,498
High school graduates 6,104 (1989)

For additional labor market information, contact: Douglas M. Clendaniel, Dir. of Research, Delaware Dev. Office, 99 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4271



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Environment controls:

Air pollution: Phillip G. Retallick, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: Gerald Esposito, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
DELAWARE	595.2	654.2
Newark	25.2	NA
Wilmington	70.2	70.7

Metropolitan Statistical Area (MSA)

	Census 1980 —Thousands—	Estimate 1988
*Wilmington, DE/NJ/MD	524.1	564.7

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE	69.6	41.6	11.52
Wilmington	59.1	44.1	14.19

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE	366.4	12.8	3.5
Wilmington	309.4	12.5	4.0

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	21.5	NA	NA
MANUFACTURING	69.7	39.7	10.48
DURABLE GOODS	17.1	39.0	11.78
Primary metal industries-SIC 33	NA	NA	NA
Fabricated metal products-SIC 34	NA	NA	NA
Transp. equip.-SIC 35	6.2	37.8	15.66
Food & kindred prods.	9.1	39.9	6.98

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Wilmington)
Wilmington 1-3

Railroads

1. Conrail
2. CSX Transportation, Inc.

Airlines

3. East Hampton Aire

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 3e, 2g
Wilmington — 1g, 2eg

1. Columbia LNG Corp Inland Gas Co.
   20 Montchanin Rd., Wilmington 19807
2. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
3. Newark Electric Dept.
   P.O. Box 390, Newark 19715

Rural utilities contact:

Virginia, Maryland & Delaware Assn. of Elec. Co-ops
Sam Perry, Dir. of Mktg.
P.O. Box 15248
Richmond, VA 23227
804/264-2801

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Wilmington	31	76	4986	1015

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	1
Marl (greensand)	750	10
Sand & gravel		
Construction	1,600	4,200
Total 1988 (preliminary)		4,211

* thousand short tons
** partial total, excludes values which must be concealed to avoid disclosing company proprietary data.

DEVELOPMENT COUNSELORS:

State Development Agency

Casey, John, Dir.
Delaware Dir. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

Areas & Others

Dover
Wolfensberger, Daniel W., Dir.
Forward Central Delaware
Ste. 2 B, Treadway Twrs., 19903
302/678-3028
Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
800 King St., P.O. Box 231,19899
302/429-3160

Georgetown
Masten, Steve, Dir.
Sussex County Eco. Dev.
P.O. Box 589, 19947
302/855-7770

Wilmington
Burawski, Donald V., Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050

FLORIDA

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Florida taxable economic securities — long-term, low-cost fixed rate loans for acquisition of land, construction, renovation, & equip. purchases
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry in specific areas
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/technical job training for industry

Machinery & equipment sales tax exemptions for mfg., recycling, & motion pict. & recording industries
Tax incentives for comm'l space launches
Free port law
Local option abatement of ad valorem taxes up to a ten-year period
University-related R&D parks
Eight foreign trade zones
No state property tax
No corporate franchise tax on equity
No personal income tax

Tax rates:

Corporate income tax ....5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
Personal income tax..................... none
Property tax..................... varies locally
Sales tax 6%
Incorporation tax .... graduated
Franchise tax................................. none
Inventory tax................................. none
Gasoline tax $.097/gal. (Optional local taxes $.01 — $.07 additional)

Advanced education facilities:

Four-year colleges & universities...177
Two-year community colleges 28
Vocational & business schools......446

Medical facilities:

Hospitals 315
Clinics .... NA

Labor analysis:

Civilian Labor force 6,109,400
High school graduates 89,206

For additional labor market information, contact: Dept. of Labor & Employ. Security, Bureau of Labor Market Information, 203 Marathon Building, Tallahassee, FL 32399-2000

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Bureau of Labor Market Information: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

Environment controls:

Air & water pollution; solid & hazardous waste: Florida Dept. of Environ. Regulation, 2600 Blair Stone Rd., Twin Towers Office Bldg., Tallahassee, 32301
Office of the Secretary: 904/488-4805
Div. of Environ. Permitting: 904/488-0130

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
FLORIDA	9,740.0	12,506.5
Boca Raton	49.5	63.2
Boynton Beach	35.6	NA
Bradenton	30.2	39.7
Cape Coral	32.1	56.3
Clearwater	85.5	102.1
Coral Gables	43.2	43.0
Coral Springs	37.3	NA
Daytona Beach	54.2	62.3
Deerfield Beach	39.2	NA
Delray Beach	34.3	49.3
Dunedin	30.2	NA
Fort Lauderdale	153.3	154.4
Fort Myers	36.6	43.7
Fort Pierce	33.8	40.0
Gainesville	81.4	86.8
Hallandale	36.5	NA
Hialeah	145.3	175.3
Hollywood	117.2	127.2
Jacksonville	540.9	651.0
Lakeland	47.4	76.3
Lake Worth	27.0	NA
Largo	59.0	65.7
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	61.8
Miami	346.9	387.3
Miami Beach	96.3	97.0
Miramar	32.8	NA
North Miami	42.6	44.3
North Miami Beach	36.5	NA
Ocala	37.2	49.5
Orlando	128.4	159.8
Palm Bay	NA	53.1
Panama City	33.3	37.3
Pembroke Pines	35.8	NA
Pensacola	57.6	66.4
Pinellas Park	32.8	NA
Pompano Beach	52.6	69.9
Riviera Beach	26.6	NA
St. Petersburg	236.9	242.1
Sarasota	48.9	53.8
Sunrise	39.7	NA
Tallahassee	81.5	130.4
Tamarac	29.1	NA
Tampa	271.5	294.4
Titusville	31.9	44.9
West Palm Beach	62.5	73.3

See your future. No charge.

The future of your business is in Broward County, Florida. Because Broward County isn't just the ideal environment for business growth – it's a great place to raise a family, with good schools, affordable housing, and an abundance of recreational and cultural opportunities.

We can send you a free VHS videotape that will let you see Broward County for yourself. And see why the future of your business is here.

NAME TITLE
COMPANY NAME & ADDRESS
CITY, STATE, ZIP TELEPHONE
NUMBER OF EMPLOYEES PRODUCT OR SERVICE

☐ Please send me your free videotape about living and doing business in Broward County.
☐ Please send me your complete information kit.
☐ Please give me a free subscription to the Development Digest Newsletter.

Please complete and mail to: Broward's Committee of 100, Inc.
One East Broward Blvd., Suite 1604, Fort Lauderdale, FL 33301.
Or call Michael Frey at (305) 524-3113.

Broward's Committee of One Hundred

PLD

We're building a future for your family. And your business.

Circle 16 on Brochure Service Card

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Bradenton	148.4	187.5
Daytona Beach	258.8	345.9
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,214.3
Fort Myers-Cape Coral	205.3	307.3
Fort Pierce	151.2	227.5
Fort Walton Beach	109.9	154.1
Gainesville	151.3	208.8
Jacksonville	737.5	918.0
Lakeland-Winter Haven	321.7	401.6
Melbourne-Titusville-Palm Bay	273.0	389.1
*Miami-Hialeah	1,626.0	1,850.4
Naples	85.8	133.1
Ocala	122.5	189.7
Orlando	700.7	989.7
Panama City	97.7	132.6
Pensacola	289.8	355.1
Sarasota	202.3	261.4
Tallahassee	159.5	230.1
Tampa-St. Petersburg-Clearwater	1,614.0	2,033.1
West Palm Beach-Boca Raton-Delray Beach	573.1	835.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	545.2	40.9	8.77
Fort Lauderdale-Hollywood-Pompano Beach	47.5	41.1	8.67
Jacksonville	40.3	42.0	9.51
Miami-Hialeah	91.3	39.5	7.52
Orlando	56.6	40.6	9.99
Pensacola	11.2	41.7	10.84
Tampa-St. Petersburg-Clearwater	96.7	40.6	8.72
West Palm Beach-Boca Raton-Delray Beach	34.4	41.4	9.35

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA	6,284.0	358.7	5.7
Daytona Beach	154.0	7.7	5.0
Fort Lauderdale-Hollywood-Pompano Beach	643.1	32.2	5.0
Fort Myers-Cape Coral	148.5	6.3	4.2
Jacksonville	469.7	27.1	5.8
Melbourne-Titusville-Palm Bay	190.0	9.6	5.1
Miami-Hialeah	965.1	61.2	6.3
Orlando	602.0	31.6	5.3
Pensacola	149.7	10.5	7.0
Sarasota	125.7	4.7	3.8
Tallahassee	135.5	5.6	4.1
Tampa-St. Petersburg-Clearwater	1,009.3	50.5	5.0
West Palm Beach-Boca Raton Delray Beach	435.7	26.5	6.1

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	348.6	NA	NA
MANUFACTURING	540.8	40.8	8.40
DURABLE GOODS	327.8	41.2	8.49
Lumber & wood prods.-SIC 24	26.6	39.8	7.13
Furniture & fixtures-SIC 25	15.3	39.7	6.86
Stone, clay & glass prods.-SIC 32	26.0	44.8	9.16

Area Wage Survey

Average straight-time hourly earnings

	Daytona Beach 8/86	Jacksonville 12/85	Miami Hialeah 10/89	Gainesville 2/88	Orlando 9/88	Tampa St. Petersburg Clearwater 8/89
Office, professional, & technical						
Payroll clerks $	7.14	7.04	9.00	NA	7.21	7.84
Accounting clerks	6.72	7.14	8.92	7.23	7.53	7.59
File clerks	NA	4.78	5.28	NA	6.01	5.13
Typists	NA	5.57	NA	NA	NA	6.20
Key entry operators	5.73	6.88	7.39	NA	6.91	6.80
Secretaries	8.71	8.51	10.90	8.79	9.29	9.62
Stenographers	NA	10.52	NA	NA	NA	NA
Switchbd opr-receptionists	5.67	5.68	6.94	5.75	6.35	6.00
Word processors	7.16	7.36	9.33	7.21	7.98	7.88
Drafters	10.50	9.29	11.39	10.53	10.15	11.31
Electronics technicians	10.71	9.18	15.15	NA	12.44	13.30
Computer operators	7.89	8.47	11.56	8.48	8.90	8.89
Computer programmers	NA	12.44	17.58	NA	15.31	15.04
Computer systems analysts	NA	15.92	22.35	14.19	18.54	19.91
Maintenance & powerplant						
Carpenters	NA	NA	11.06	NA	12.01	NA
Electricians	11.68	13.55	12.65	NA	12.20	13.28
Engineers, stationary	NA	13.52	NA	NA	NA	13.75
Machinists	NA	14.00	NA	NA	11.43	13.69
Mechanics (machinery)	12.37	11.84	12.79	NA	10.95	12.46
Tool & die makers	NA	NA	12.43	NA	11.34	13.16
Custodial & material movement						
Guards	3.95	4.15	5.54	NA	5.72	4.57
Janitors, porters & cleaners	4.66	3.88	4.55	4.60	5.17	4.52
Laborers, material handling	NA	7.90	7.13	NA	7.66	NA
Shippers & receivers	8.37	7.11	7.94	NA	7.76	7.69
Truckdrivers	8.67	8.52	11.39	11.91	9.97	7.71
Forklift operators	5.66	9.82	7.39	NA	8.60	6.96

THE PERFECT CLIMATE FOR COLDBLOODED BUSINESS PEOPLE.

You don't need any more testimonials to Florida's perfect weather. What you need now are cold, hard, unemotional, bottom-line reasons to locate in the Sunshine State. And we have them.

For starters, we have the second fastest-growing labor force in the nation. And even more impressive, 60% of our newest residents are between the ages of 18 and 44, the prime working age.

To meet Florida's growing industry needs, more than 800,000 students enroll annually in our vocational-technical training programs.

What's more, we're a state that keeps things moving. Florida has 22 commercial airports with hundreds of daily flights to major U.S. cities and world business capitals.

We have 14 deep-water ports, including three of the country's top container ports, and four interstate highways. And our trucking costs are lower because of deregulation and favorable "back-haul" rates.

Fact is, Florida would be a great state for doing business, no matter where it was located. Because we're geared for the future. We already lead the nation in fiber optics networks, voice and data image transmission, and worldwide satellite connections.

So, if you're thinking about expanding your business, give us a call.

Or write: Florida Department of Commerce,
Division of Economic Development,
501 Collins Building, Suite AD2,
Tallahassee, FL 32399-2000.

We'll give you more cold facts on the benefits of Florida. Otherwise, you might settle for a place that doesn't offer nearly as many advantages. Now isn't that a chilling thought?

FLORIDA

The perfect business climate from coast to coast to coast.

(904) 488-5507, Ext. 553.

Circle 17 on Brochure Service Card

FLORIDA

Primary metal industries-SIC 33	5.7	43.5	9.89
Fabricated metal products-SIC 34	36.8	40.0	7.74
Machinery, except electrical-SIC 35	42.3	41.9	9.26
Electrical & electronic equip.-SIC 36	80.1	41.7	8.73
Transportation equipment-SIC 37	68.2	39.9	9.68
Instruments & related prods.-SIC 38	17.1	42.4	7.59
Misc. mfg. inds.-SIC 39	9.7	39.4	7.05

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 4 (Ft. Lauderdale)
Boynton Beach 3, 4 (West Palm Beach)
Bradenton 3 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 3 (Tampa)
Coral Gables 3 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 4, 19, 32, 34, 36, 38, 72, 73
Deerfield Beach 3, 4 (Ft. Lauderdale)
Delray Beach 3, 4 (W. Palm Beach)
Dunedin 3 (Tampa)
Fort Lauderdale 3, 4, 8, 12, 16, 19, 29, 31, 32, 34, 36, 38, 58, 59, 61, 63, 70, 71, 73, 75, 79
Fort Myers 12, 17, 19-21, 32-34, 38, 39, 58, 59, 70, 71, 73
Fort Pierce 4, 79
Gainesville 3, 35, 36, 38, 73, 75
Hallandale 3, 4 (Ft. Lauderdale)
Hialeah 3, 4 (Miami)
Hollywood 3, 4 (Fort Lauderdale)
Jacksonville 3-7, 19, 32, 34, 36, 38, 58, 61, 70, 71, 73, 75
Lakeland 3 (Tampa)
Lake Worth 3, 4 (W. Palm Beach)
Largo 3 (Tampa)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 4, 19, 32, 34, 36, 38, 72, 73
Merritt Island (Melbourne)
Miami 3, 4, 6, 8-15, 17-20, 22-25, 27-34, 36-39, 41, 42, 44-48, 51-59, 61, 64-68, 70, 71, 73, 76-78
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 4 (Miami)
No. Miami Beach 4 (Miami)
Ocala 3 (Gainesville)
Orlando 3, 19, 25-27, 32, 34, 36, 38, 43, 49, 50, 58, 59, 61, 62, 69-71, 73-75
Panama City 1, 35, 40, 62
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 3, 32, 34, 38, 60, 73, 75
Pinellas Park 3 (Tampa)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 4 (Ft. Lauderdale)
Riviera Beach 3, 4 (W. Palm Beach)
St. Petersburg 3 (Tampa)
Sarasota 16, 19, 32-34, 38, 39, 58, 59, 70, 71, 73
Tallahassee 3, 34-36, 38, 73, 75
Tamarac (Ft. Lauderdale)
Tampa 3, 12, 14, 19, 25, 27, 30, 32-34, 36, 38, 39, 57-59, 61, 62, 70, 71, 73, 75
Titusville 4 (Orlando)
West Palm Beach 3, 4, 8, 12, 19, 20, 32, 34, 36, 38, 58, 59, 70, 71, 73, 75

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Florida East Coast Railway Co.
5. Illinois Central
6. Norfolk Southern Corp.
7. Southern Railway System

Airlines

8. Aero Coach Aviation Intl., Inc.
9. Aerolineas Argentinas
10. AeroMexico
11. Aeroperu
12. Air Canada
13. Air France
14. Air Jamaca Limited
15. Air South Inc.
16. Air Sunshine Inc.
17. Airways Int'l., Inc.
18. ALM-Antillean
19. American
20. American Eagle
21. American Trans Air
22. Avensa
23. Avianca
24. Aviateca
25. Bahamasair
26. Braniff
27. British Airways
28. BWIA Int'l
29. Carnival Air Lines
30. Cayman Airways, Ltd.
31. Chalks/Paradise island Airlines
32. Continental
33. Continental Express-Bar Harbor Airlines
34. Delta
35. Delta Connection-Atlantic Southeast
36. Delta Connection-Comair
37. Dominicana
38. Eastern
39. Eastern Express-Bar Harbor
40. Eastern Express-Metro
41. Ecuatoriana
42. El Al
43. Emerald Airlines
44. Faucett
45. Guyana Airways
46. Haiti Trans Air S.A.
47. Hispaniola Airway C. Por A.
48. Iberia Airlines of Spain
49. Icelandair
50. KLM
51. Lasca
52. Ladeco-Linea Aerea Del Cobre
53. Lan Chile S.A.
54. LAP
55. Lloyd Aereo Boliviano
56. Lufthansa
57. Mexicana
58. Midway Airlines, Inc.
59. Northwest
60. Northwest Airlink-Express Airlines I
61. Pan American
62. Panama Airways
63. Regan Bahamas Intl.
64. Saeta-Sociedad Ecuat. De Trans. Aereos Ltda.
65. Surinam Airways
66. Taca Intl.
67. Tan
68. Tower Air, Inc.
69. Transbrazil
70. TWA
71. United
72. United Express-Presidential Airways
73. USAir
74. USAir Express-Chautauqua Airlines
75. USAir Express-Henson Airlines
76. Varig
77. Viasa
78. Virgin Atlantic Airways
79. Walkers International

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Boca Raton — 4e
Boynton Beach — 4e
Bradenton — 4e, 20g
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g, 19g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g, 19g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, 3g, 19g
Lakeland — 14e, 3g, 19g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e, 19g
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g, 19g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g, 23g
Orlando — 17e, 3g, 19g
Panama City — 11e, 23g
Pembroke Pines — 4e, 19g
Pensacola — 11e, 18g
Pinellas Park — 5e, 19g
Plantation — 4e, 19g
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g, 19g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
   955 E. 25th St., Hialeah 33013-3498
2. Clearwater Gas System
   400 N. Myrtle Ave., Clearwater 34615
3. Florida Gas Transmission Co.
   1400 Smith St., Houston, TX 77002

"With its high tech talent base and quality of life, from a business standpoint, it's hard to beat Orlando."

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Richard (Dick) Fuller
Director of Network Design and Operations Center
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For more information, contact: Mr. Rick Tesch, President, Economic Development Commission of Mid-Florida, Inc., (407) 422-7159, or write: 315 East Robinson Street, Suite 510, Orlando, FL 32801.

METRO Orlando
Economic Development
Commission of Mid-Florida
Serving Orange, Seminole, Lake and Osceola Counties

QUALITY GROWTH FOR A QUALITY COMMUNITY.

Circle 18 on Brochure Service Card

4. Florida Power & Light Co.
9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
3201 34th St. S., Box 14042
St. Petersburg 33733
6. Florida Public Utilities Co.
401 S. Dixie Hwy., W. Palm Beach 33401
7. Fort Pierce Util. Auth., Elec. Dept.
206 S. 6th St., Box 3191
Fort Pierce 34943;
Fort Pierce Util. Auth., Gas Dept.
101 Avenue C, Fort Pierce 34950
8. Gainesville Gas Co.
530 W. University Ave., Gainesville 32601
9. Gainesville Regional Utilities
P.O. Box 490, Station 16, Gainesville 32602
10. Gulf Natural Gas Corp.
(See West Florida Natural Gas Co.)
11. Gulf Power Co.
500 Bayfront Pkwy., Box 1151
Pensacola 32520-1151
12. Jacksonville Electric Authority
233 W. Duval, Box 53015
Jacksonville 32202
13. Key West Utility Bd.
1001 James St., P.O. Box 6100
Key West 33040
14. Lakeland Dept. of Elec. & Water Utilities
1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
114 College St., Lake Worth 33460
16. Ocala Electric Utility
P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
500 S. Orange Ave., Box 3193
Orlando 32802
18. Pensacola, Energy Services of
1625 Atwood Dr., Pensacola 32505
19. Peoples Gas System, Inc.
215 E. Madison St., Tampa 33602
20. Southern Gas Co.
1561 State St., Sarasota 34236
21. Tallahassee Electric Dept.
300 S. Adams St., Tallahassee 32301;
Tallahassee Munic. Gas System,
2602 Jackson Bluff Rd., Tallahassee 32304
22. Tampa Electric Co.
702 N. Franklin St., P.O. Box 111
Tampa 33601
23. West Florida Natural Gas Co.
301 Maple Ave., Box 1460, Panama City 32402

Rural utilities contacts:

Florida Rural Elec. Co-op Assn.
John E. Horne, Gen. Mgr.
P.O. Box 590, Tallahassee 32302
904/877-6166

Seminole Elec. Co-op, Inc.
Timothy Woodbury, Rates & Corp. Plng. Dir.
P.O. Box 272000, Tampa 33688
813/962-2494

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	310	19,100
Portland	3,600	171,500
Clays	605	42,053
Gem stones	NA	20
Peat	337	6,911
Sand & gravel:		
Construction	27,700	66,500
Industrial	685	7,275
Stone (crushed)**	87,900	410,900
Combined value of lime (1986), phosphate rock, rare-earth metal concentrates, staurolite, stone (crushed marl, 1987-88) titanium concentrates (ilmenite and rutile), and zircon concentrates,		799,956
Total 1988 (preliminary)............		1,524,215

* thousand short tons
** excludes crushed marl

DEVELOPMENT COUNSELORS:

State Development Agency

Mayberry, Steve, Dir.
Florida Dept. of Commerce
Divison Econ. Dev.
Collins Building, Tallahassee, 32399-2000
904/488-6300

Chipley
Ellis, O. L., Jr., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Clearwater
Haley, John, Pres.
Pinellas Cty. EDC
13770 58th St., N., Ste. 312, 34620
813/535-3630

Cocoa
Jackson, Kay M., Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Coral Springs
David, Robert G., Dir.
Coral Springs E.D.B
9551 W. Sample Rd., 33065
305/344-1075

Crystal River
Executive Director
Citrus Cty. IDA
P.O. Box 192, 32629
904/795-5034

Daytona Beach
Reichardt, Jim, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Garver, James A., Pres.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
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P.O. Drawer 910, 33902
813/335-2346

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Rivett, Al, Div. Eco. Dev.
St. Lucie Cty. EDC
2200 Virginia Ave., 34982
407/461-2713

Ft. Walton Beach
Director
Committee of 100
Okaloosa County, Inc.
81 Beal Pkwy., S.E. 32548
904/243-5812

Gainesville
Director
Area Chamber of Comm.
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904/372-4305

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Kissimmee/St. Cloud EDC
320 E. Monument Ave., 32741
305/847-3174

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Suwannee Valley Region
P.O. Box 2697, 32056
904/752-9220

Lakeland
Scruggs, Steve, Mngr. Ind./Eco. Dev.
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/687-3788

Miami
Adams, Larry, VP
Florida Power & Light
P.O. Box 029100, 33102
305/552-3362

Orange Park
Proctor, James, Exec. Dir.
Clay Cty. Econ. Dev. Council
1734 Kingsley Dr., 32073
904/264-7373

Orlando
Tesch, Rick, Pres.
E.D.C of Mid-Florida, Inc.
315 E. Robinson St., Ste. 510, 32801
407/422-7159
Napolitano, Carl, CCIM
Southeastern Investment Properties
933 Lee Rd., Ste. 400, 32810
407/629-6660

Palm Coast
Nye, Avery, Dir., Ind. Dev.
ITT/CDC - Palm Coast
1 Corporate Dr., 32151
904/445-0600

Panama City

Bacen, Frank J., Exec. VP
Bay Cty. Cham. of Comm.
P.O. Box 1850, 32402
904/785-5206

Pensacola

Cordes, Bob, Mngr.
Gulf Power Co.
P.O. Box 1151, 32520
904/444-6804

Tambarrino, Frank, VP Econ. Dev.
Pensacola Area Chamber of Comm.
P.O. Box 550, 32593
904/438-4081

Plant City

Wilkes, Daniel
Gtr. Plant Cham. Comm.
P.O. Drawer N, 33566
813/752-1115

Sebring

Neale, Betty, Exec. Dir.
Highland Cty. Office of Econ. Dev.
115 N. Ridgewood Dr., 33870
813/382-3816

St. Petersburg

Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tallahassee

Bone, Robert, President
Tallahassee Area Chamber of Commerce
P.O. Box 1639, 32302
904/224-8116

Tampa

Daigle, D. James, Exec. Dir.
Tampa Committee of 100
801 E. Kennedy Blvd., 33602
813/228-7777

Dickinson, R. Clayton, Jr.
Economic Dev. Dept.
Tampa Electric Co.
P.O. Box 111, 33601
813/228-4312

GEORGIA

STATE INFORMATION:

Assistance to industry:

- Building & site location
- Technical asst. & technology transfer
- Industrial revenue bonds
- Tax incentives
- Production worker training
- 90-day, one-stop fed. & state environ. permitting

Tax rates:

Corporate income tax	6%
Personal income tax	1%-6%
Sales tax	4%-6% (none on mfg. machinery for prodn.)
Incorporation tax	based on net worth (min. $10, max. $5,000)
Franchise tax	function of apportioned net worth; maximum tax is $5,000
Inventory tax	varies by county
Gasoline tax	7½¢ per gal.

Advanced education facilities:

Four-year colleges & universities	39
Two-year or junior colleges	22
Vocational & technical schools	28
Special purpose institutions	9

Medical facilities:

Hospitals	195

Labor analysis:

Civilian labor force	3,212,946
High-school grads	59,082 per year

For additional labor market information, contact: Georgia Dept. of Labor, Labor Information Systems, 148 International Blvd., NE, Atlanta, GA 30334, 404/656-3177

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 205 Butler St., SE, Atlanta, GA 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
GEORGIA	5,464.3	6,439.0
Albany	73.9	85.1
Athens	42.5	44.5
Atlanta	425.0	452.9
Augusta	47.5	46.5
Columbus	169.4	183.7
East Point	37.5	NA
Macon	116.9	119.7
Marietta	30.8	47.8
Rome	29.7	NA
Savannah	141.6	152.8
Valdosta	37.6	NA
Warner Robins	39.9	50.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Albany	112.7	119.2
Athens	130.0	149.0
Atlanta	2,138.0	2,764.4
Augusta, GA/SC	327.4	405.0
Chattanooga, TN/GA	426.5	427.4
Columbus, GA/AL	239.2	256.2
Macon–Warner-Robbins	264.0	290.1
Savannah	230.7	247.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA	566.5	40.9	8.95
Atlanta	176.3	42.2	10.44
Savannah	17.7	47.9	11.60

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	3,290.6	201.4	6.1
Athens	79.0	3.9	4.9
Atlanta	1,554.0	87.6	5.6
Augusta	184.2	9.7	5.3
Columbus	103.2	6.4	6.2

GEORGETOWN
INDUSTRIAL BUILDING
SAVANNAH, GEORGIA
142,590 SQ. FT. Distribution or Manufacturing Facility

730 King George Boulevard, Georgetown Industrial Park. In unincorporated section of Chatham County adjacent to Savannah, 12 miles from Savannah International Airport. I-95 (4 mi.); I-16 (9 mi.); US 17 (2 mi.); GA 204 (Adjacent).

Modern construction — 1975 (99,000 sq. ft. with 18' ceiling), 1980 (43,200 sq. ft. with 22' ceiling). Expandable to 500,000 sq. ft. Masonry on steel. 5" reinforced concrete floor. 40'x25' bays in original area. 40'x30' bays in expansion area. Ideal for distribution or manufacturing.

14 truck doors, with levelers, one drive-in. 2,500 sq. ft. air-conditioned office space. Ample parking with expansion space on site.

For sale or lease.

For more information, contact:
David Ginn
Savannah Economic Development Authority
P.O. Box 128
Savannah, Georgia 31402-0128
1-800-673-7388

Circle 19 on Brochure Service Card

GEORGIA

Macon-Warner Robins		
136.2	7.8	5.7
Savannah		
115.0	6.5	5.7

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Atlanta 5/89
Office, professional, & technical	
Payroll clerks	$ 8.65
Accounting clerks	9.27
File clerks	6.41
Typists	7.21
Key entry operators	8.32
Secretaries	10.59
Stenographers	12.01
Switchbd opr-recept's	7.58
Word processors	9.68
Drafters	11.15
Electronics technicians	15.41
Computer operators	11.22
Computer programmers	17.44
Computer systems analysts	19.86
Maintenance & powerplant	
Carpenters	15.23
Electricians	16.30
Engineers, stationary	15.44
Machinists	13.80
Mechanics (machinery)	12.66
Tool & die makers	15.88
Custodial & material movement	
Guards	5.88
Janitors, porters & cleaners	5.15
Laborers, mat'l handling	10.37
Shippers & receivers	10.21
Truckdrivers	12.75
Forklift operators	10.27

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
148.9	NA	NA
MANUFACTURING		
574.0	41.5	8.68
DURABLE GOODS		
223.8	42.0	9.61
Lumber & wood prods.-SIC 24		
33.7	40.3	7.16
Furniture & fixtures-SIC 25		
11.3	38.3	6.95
Stone, clay, & glass prods.-SIC 32		
21.1	43.5	9.06
Primary metal industries-SIC 33		
15.8	45.4	11.46
Fabricated metal products-SIC 34		
21.3	41.3	8.67
Machinery, except electrical-SIC 35		
26.4	42.0	9.11
Electrical & electronic equip.-SIC 36		
31.7	43.4	8.09
Transportation equipment-SIC 37		
49.3	42.9	13.67
Food & kindred prods.		
59.5	41.2	8.10

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 3, 11, 13
Athens 1, 3, 27
Atlanta 1-5, 7-26
Augusta 1, 3, 10, 11, 13, 26, 27
Columbus 1-3, 6, 10, 11, 13
East Point 1, 3 (Atlanta)
Macon 1-3, 11, 27
Marietta 1 (Atlanta)
Rome 3 (Atlanta)
Savannah 1, 3, 5, 10, 12, 13, 25, 26
Valdosta 1-3, 11
Warner Robins 3 (Macon)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway Company

Airlines

4. Air Jamaica Limited
5. American
6. American Eagle
7. British Airways
8. Cayman Airways, Ltd.
9. Continental
10. Delta
11. Delta Connection-Atlantic Southeast
12. Eastern
13. Eastern Express-Metro
14. Japan Airlines
15. KLM
16. Lufthansa
17. Metro Airlines
18. Midway Airlines, Inc.
19. Midwest Express
20. Northwest
21. Pan American
22. Sabena
23. Swissair
24. TWA
25. United
26. USAir
27. USAir Express-CCAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Box 1788, Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., Box 4569, Atlanta 30302
3. Austell Natural Gas System
   2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
9. United Cities Gas Co.
   5300 Maryland Way, Brentwood, TN 37027
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins 31093

Rural utilities contacts:

Georgia EMC
Heywood C. Gay, EVP
148 International Blvd., Ste. 845
Atlanta 30043
404/659-3430

Oglethorpe Power Corp.
David C. Morgan, Econ. Dev. VP
2100 E. Exchange Pl., Box 1349
Tucker 30085
404/496-7626

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

HAVE QUESTIONS?

Plant Location advertisers can give you the answers!

Just fill out the READER SERVICE ACTION CARD in the back of the book.

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	10,787	815,784
Gem stones	NA	20
Sand & gravel:		
Construction	8,100	23,000
Industrial	605	7,750
Stone:		
Crushed	64,700	386,800
Dimension	190	27,768
Talc and pyrophyllite	31	210
Combined value of barite, bauxite (1987-88), cement, feldspar, iron oxide pigments (crude), kyanite (1986), mica (scrap), and peat		83,791
Total 1988 (preliminary)		1,345,123

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Gatlin, Charles R., CID
Cummings, Pepe, Mktg. Dir., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Areas & Others

Atlanta

Pinson, J. L., Dir.
Ind. Dev. Dept.
Norfolk Southern
125 Spring St., S.W., 30303
404/529-1591

Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844

Cornell, W, Glen Sr., C.I.D., V.P.
Citizen & Southern Natl. Bank
35 Broad St.
P.O. Box 4899, 30302
404/581-3370

Hull, Daniel D., Mngr. Eco. Dev.
Municipal Elec. Auth. of Ga. (MEAG)
1470 Riveredge Pkwy., 30328
404/952-5445

Newland, James T., Reg. Mgr.
Armco Bldg. Sys.,
Bldg. Technologies Corp.
5550 Peachtree Pwy.

Martin, James L., Ind. Dev. Mgr.
Industrial Development Dept.
Georgia Power Company
P.O. Box 4545, 30302
404/526-2586

Marietta

Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

Jennette, Susan, Mktg. Rep.
Marietta Board of Light & Water
P.O. Box 609, 30061
404/429-4262

Savannah

Knowlton, Richard D., Jr.
Pres. & C.E.O.
Savannah Port Authority
P.O. Box 128
42 E. Bay St., 31402

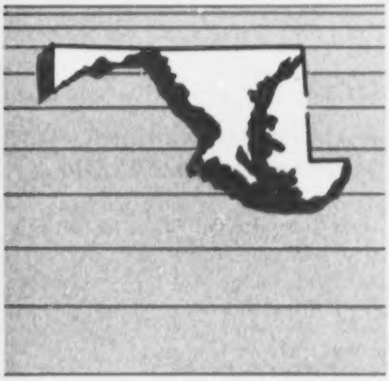
Ginn, David, Dir. Sales
Savannah Econ. Dev. Authority
P.O. Box 128, 31402-0128
800/673-7388

Spartanburg

Frazer, Jack, V.P., Econ. Dev.
Spartanburg Area C. of C.
P.O. Box 1636, 29304
803/585-8722

Tucker

Riley, Joe, Mktg. Mgr.
Economic Development Dept.
Oglethorpe Power Corp.
P.O. Box 1349, 30085-1349
404/496-7639



MARYLAND

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Small business surety bond financing
- Export financing for pre-export working capital and for shipments
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2%-5%
Real property tax	$.21/$100
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Incorporation tax	none
Franchise tax	none
Personal property tax	none
Inventory tax	none
Gasoline tax	$.185/gal.

Advanced education facilities:

Four-year colleges & universities	36 (+ 19 in D.C.)
Two-year or junior colleges	21
Vocational & business schools	230

Medical facilities:

Hospitals	50
Nursing & related care facilities	201

Labor analysis:

Civilian labor force	2,465,000 (1988)
Public high school graduates	45,791

For additional labor market information, contact: Div. of Employ. & Training, 1100 N. Eutaw St., Baltimore, MD 21201, 301/383-5070

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of the Environ., 2500 Broening Hwy., Baltimore, MD 21224, 301/631-3255

Noise control: (same as Air Pollution)

Waste management: Ronald Nelson, Dir., Haz. Solid Waste Mgt. Admin., Dept. of the Environ., 2500 Broening Hwy., Baltimore, MD 21224, 301/631-3304

Water pollution: J.L. Hearn, Dir., Water Mgt. Adm., Dept. of the Environ., 2500 Broening Hwy., Baltimore, MD 21224 301/631-3567

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MARYLAND	4,216.4	4,666.0
Annapolis	31.7	35.3
Baltimore	786.8	756.2
Bethesda	78.3	NA
Bowie	33.7	NA
Frederick	27.6	36.2
Gaithersburg	26.4	NA
Hagerstown	34.1	33.8
Rockville	43.8	50.6
DISTRICT OF COLUMBIA	637.7	623.8
Washington	637.7	623.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Baltimore	2,200.0	2,367.4
Cumberland, MD/WV	107.8	103.1
Hagerstown	113.1	115.8
Washington, DC/MD/VA	3,251.0	3,729.8
*Wilmington, DE/NJ/MD	524.1	564.7

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	206.1	41.7	11.03

Baltimore MSA	130.2	41.5	11.56
DISTRICT OF COLUMBIA (9/88)*	16.0	NA	NA
Washington, D.C., MSA	86.4	38.2	12.20

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND	2,543.8	92.9	3.7
Baltimore	1,211.1	47.7	3.9
DISTRICT OF COLUMBIA	330.2	14.5	4.4
Washington, D.C.	2,285.3	60.4	2.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Baltimore 9/88	Washington, DC/MD/VA 3/89
Office, professional, & technical		
Payroll clerks	$ 9.09	9.87
Accounting clerks	8.09	8.76
File clerks	5.96	8.39
Typists	7.85	8.32
Key entry operators	7.49	7.56
Secretaries	10.96	11.26
Stenographers	11.25	10.40
Switchbd opr-recept's	6.91	8.10
Word processors	8.96	9.70
Drafters	12.56	9.88
Electronics technicians	13.84	14.55
Computer operators	10.88	10.85
Computer programmers	13.49	15.02
Computer systems analysts	18.17	18.57
Maintenance & powerplant		
Carpenters	12.96	13.53
Electricians	14.62	15.32
Engineers, stationary	14.12	14.01
Machinists	13.20	17.77
Mechanics (machinery)	13.83	14.65
Tool & die makers	14.92	NA
Custodial & material movement		
Guards	5.43	7.05
Janitors, porters, & cleaners	4.50	5.23
Laborers, mat'l hdlg	9.12	6.71
Shippers & receivers	9.03	9.78
Truckdrivers	11.78	11.28
Forklift operators	9.23	10.48

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	160.4	NA	NA
MANUFACTURING	209.3	41.5	10.47
DURABLE GOODS	112.1	42.5	11.13
Lumber & wood prods.-SIC 24	3.8	39.8	8.18
Furniture & fixtures-SIC 25	3.1	39.1	8.53
Stone, clay, & glass prods.-SIC 32	7.8	45.6	10.63
Primary metal industries-SIC 33	11.4	42.0	14.00
Fabricated metal products-SIC 34	9.9	41.9	9.46
Machinery, except electrical-SIC 35	18.1	41.4	11.72
Electrical & electronic equip.-SIC 36	36.7	43.2	9.69
Transportation equipment-SIC 37	14.5	44.0	13.80
Instruments & related prods.-SIC 38	4.6	39.5	9.43
Misc. mfg. industries-SIC 39	2.3	40.3	8.22
Food & kindred prods.	24.6	40.2	8.99

District of Columbia

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	13.4	NA	NA
MANUFACTURING	16.4	NA	NA

Maryland — D.C.

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1-3, 9, 10, 12, 14, 18-20, 22, 23, 25, 27, 31, 34, 36, 41, 42, 45, 47, 48, 50
Bethesda (Wash., D.C.)
Bowie 2 (Baltimore)
Cumberland 3, 22
Frederick 3 (Hagerstown)
Gaithersburg 3 (Wash., D.C.)
Hagerstown 2, 3, 5, 46, 48
Rockville 3 (Wash., D.C.)
Washington, D.C. 2-4, 6-45, 47-51

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Norfolk and Western Railway Co.
6. Southern Railway Company

Airlines

7. Aeroflot-Soviet Airlines
8. Air France
9. Air Jamaica Limited
10. Alaska Airlines
11. All Nippon Airways
12. American
13. American Eagle
14. America West
15. Bahamasair
16. Braniff
17. British Airways
18. BWIA International
19. Continental
20. Continental Express-Bar Harbour Airlines
21. Continental Express-Southern Jersey
22. Cumberland Airlines
23. Delta
24. Delta Connection-Business Express
25. Eastern
26. East Hampton Aire
27. Enterprise Airlines
28. Holiday Airlines
29. Lufthansa
30. Mall Airways
31. Mexicana
32. Midway Airlines, Inc.
33. Midwest Express
34. Northwest
35. Pan American
36. Pan Am Express
37. Saudi Arabian Airlines
38. Trans World Express-Metro Northeast
39. Trans World Express-Pocono
40. Trump Shuttle
41. TWA
42. United
43. United Express-Air Wisconsin
44. United Express-Presidential Airways
45. USAir
46. USAir Express-Chautauqua Airlines
47. USAir Express-Henson Airlines
48. USAir Express-Jetstream International
49. USAir Express-Pennsylvania Airlines
50. USAir Express-Suburban Airlines
51. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland, Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Light Dept.
   425 E. Baltimore St.,
   Hagerstown 21740-6105
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Rural utilities contact:

Virginia, Maryland & Delaware Assn. of Elec. Co-ops

Sam Perry, Dir. of Mktg.
P.O. Box 15248
Richmond, VA 23227
804/264-2801

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,700	85,500
Clays (excl. ball clay)	426	2,087
Gem stones	NA	5
Lime	6	324
Sand & gravel:		
Construction	17,500	85,900
Stone:		
Crushed	33,400	194,200
Dimension	21	1,515
Combined value of cement (masonry), clays (ball, 1986), peat, sand and gravel (industrial)		7,048
Total 1988 (preliminary)		376,679

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Peiffer, James W., Dir. Div. of Bus. Dev.
Md. Dept. of Eco. & Employment Dev.
217 E. Redwood St., 10th Fl.
Baltimore, 21202
301/333-6985

Areas & Others

Annapolis
Belch, James G., CID, Dpty. Dir.
Dept. of Econ. & Community Dev.
Office of Bus. & Inc. Dev.
45 Calvert St., 21401-1907
301/974-3514

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305

White, James M., Asst. V.P.
Industrial Development
CSX Transportation
100 N. Charles St., 17th Fl., 21201
301/237-3757

Feeser, Chester G., Dir.
Marketing & Energy Services
Baltimore Gas & Electric Co.
1508 Woodlawn Dr., 21207
301/298-1986

Steuart, Chris
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 944, 21022
301/433-4420

Cambridge
Franz, William, Director
Dorchester Cty. Econ. Dev. Office
P.O. Box 26, 21613
301/228-0155

Elkton
Kline, Michael, Mgr.
Cecil County Plng. & Econ. Dev.
County Office Bldg., Rm. 300, 21921
301/398-0200

Ellicott City
Cosia, Ann Marie, CID, Bus. Rep.
Howard Cty. Government
Econ. Dev. Office
3430 Court House Dr., 21043
301/992-2027

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

La Plata
Reinke, Donald G., C.I.D., Exec. Dir.
Charles County Econ. Dev. Cmsn.
P.O. Box V, 20646
301/645-0694

Landover
Murphy, Dennis C., C.I.D., CEO
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Leonardtown
Wilkinson, Susan, Econ. Dev. Specialist
St. Mary's County
Box 653, 20650
301/475-4406

Rockville
Lingle, Dyan, Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Office of Eco. Dev.
101 Monroe St., Suite 1500, 20850
301/217-2345

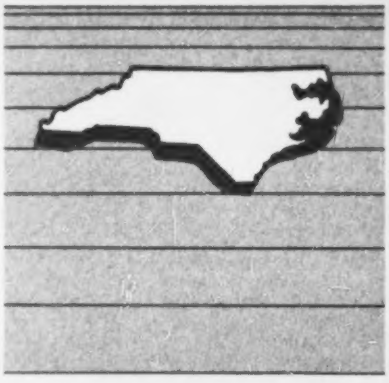
Salisbury
Kiley, Robert L., C.I.D., Exec. Dir.
Salisbury Wicomico Econ. Dev. Inc.
P.O. Box 4700, 21801
800/521-7933

Towson
Story, Richard
Baltimore Cty. Econ. Dev. Comm.
111 W. Chesapeake Ave., 21204
301/494-3648

Westminister
Lewis, Kathleen Ann, C.I.D.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Kamerman, Dan
NRECA Gov't Relations
National Rural Electric Coop. Assoc.
1800 Massachusetts Ave., N.W., 20036
202/857-9500

Hooks, Sally, Mktg. Svcs. Mgr.
Edison Electric Institute
1111 19th St., N.W., 20036-6561
202/778-6561



NORTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:
- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial Revenue Bond financing
- Tax credit of $2,800 per emp. for 4 yrs. for new/expanding industry in counties, eff. 1/1/88
- Ind. Dev. Fund provides funds to city & county governments (50 counties qualify) for renov. of bldgs.
- Credit to corps. investing in a N.C. Resources Capital Corp. or qualified invest. org., eff. 1/1/88
- FTZs designated in 4 locations, which provide monetary benefit to firms importing goods

Tax rates:

Corporate income tax	7%
Personal income tax	6%-7%
Retail sales tax	3% (2.0% local option)
Equipment & machinery tax	1% with $80.00 max item
Incorporation tax	$.80/$1,000
Franchise tax	$1.50/$1,000
Inventory tax	0
Gasoline tax (personal)	21.7¢/gal.

Advanced education facilities:

Four-year colleges & universities	54
Two-year or junior colleges	5
Community & technical colleges	58

Medical facilities:

Hospitals	150
Physician practices	2,183

Labor analysis:

Civilian labor force	3,446,200
High-school graduates	72,600
College graduates	45,084

For additional labor market information, contact: Business & Indstl. Dev. Div., NC Dept. of Econ. & Cmmty. Dev., 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, NC Dept. of Econ. & Commty. Dev., 430 N. Salisbury St., Raleigh, NC 27611

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NORTH CAROLINA	5,874.4	6,554.1
Asheville	53.3	65.4
Burlington	37.3	38.4
Chapel Hill	32.4	38.5
Charlotte	314.4	390.2
Durham	100.8	123.1
Fayetteville	59.5	77.6
Gastonia	47.3	58.2
Goldsboro	31.9	NA
Greensboro	155.6	104.6
Greenville	35.7	NA
Hickory	20.6	28.2
High Point	64.1	68.5
Jacksonville	17.0	29.9
Kannapolis	36.0	33.0
Kingston	25.2	NA
Raleigh	149.8	206.2
Rocky Mount	41.3	NA
Wilmington	44.0	60.0
Wilson	34.4	NA
Winston-Salem	131.9	152.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Asheville	160.9	173.2
Burlington	99.1	104.5
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,113.1
Fayetteville	247.2	268.0
Greensboro-Winston-Salem-High Point	827.4	932.7
Hickory	202.6	224.4
Jacksonville	112.8	129.1
Raleigh-Durham	561.0	688.0
Wilmington	103.5	118.9

We Nose Out Other Places With Transportation Choices.

Ships, trains, trucks and planes. They're right at the end of your nose in Greene County, NC. Plus we have abundant mineral-free water, inexpensive labor, inexpensive electrical rates and more. Get the best of the south in Greene County, NC.

Greene County
Economic Development
Snow Hill, North Carolina 28580
(919) 747-5801

Circle 20 on Brochure Service Card

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	872.4	40.7	8.48
Asheville	19.4	41.7	8.43
Charlotte-Gastonia-Rock Hill	156.2	40.7	8.93
Greensboro-Winston-Salem-High Point	148.0	39.7	9.26
Raleigh-Durham	63.4	40.9	9.51

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA	3,446.2	105.6	3.1
Asheville	90.9	2.3	2.5
Charlotte-Gastonia-Rock Hill	661.0	19.4	2.9
Greensboro-Winston-Salem-High Point	527.6	15.5	2.9
Raleigh-Durham	418.3	9.1	2.2

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	164.7	NA	NA
MANUFACTURING	866.9	40.5	8.13
DURABLE GOODS	353.6	40.9	8.43
Lumber & wood prods.-SIC 24	36.6	40.4	7.18
Furniture & fixtures-SIC 25	89.4	38.7	7.49
Stone, clay, & glass prods.-SIC 32	21.2	41.4	8.99
Primary metal industries-SIC 33	12.3	42.7	9.58
Fabricated metal products-SIC 34	30.3	42.4	9.00
Machinery, except electrical-SIC 35	59.3	42.9	9.08
Electrical & electronic equip.-SIC 36	59.1	41.7	9.33
Transportation equipment-SIC 37	27.1	43.4	9.14
Instruments & misc. mfg.-SIC 38	NA	NA	NA
Food & kindred prods.	51.6	39.6	7.25

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/86
Office, professional, & technical	
Payroll clerks	$ 7.16
Accounting clerks	7.25
File clerks	5.09
Typists	6.66
Key entry operators	6.71
Secretaries	9.24
Stenographers	NA
Switchbd opr-recept's	6.15
Word processors	NA
Drafters	11.46
Electronics technicians	14.17
Computer operators	9.24
Computer programmers	11.08
Computer systems analysts	16.09
Maintenance & powerplant	
Carpenters	10.76
Electricians	13.39
Engineers, stationary	15.57
Machinists	NA
Mechanics (machinery)	12.24
Tool & die makers	12.22
Custodial & material movement	
Guards	4.88
Janitors, porters & cleaners	5.10
Laborers, mat'l hdlg	7.34
Shippers & receivers	8.57
Truckdrivers	10.11
Forklift operators	9.42

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 2, 4, 7, 9, 10, 12, 20, 21
Burlington 4 (Greensboro)
Chapel Hill (Raleigh)
Charlotte 1, 2, 4, 6, 8, 11, 13, 16-18, 20-22
Durham 1, 3, 4 (Raleigh)
Fayetteville 1, 4, 6, 7, 9, 20
Gastonia 1, 4 (Charlotte)
Goldsboro 1, 4 (Kinston)
Greensboro 2, 4, 6-8, 11, 14, 18, 20, 21, 23
Greenville 1, 4, 5, 7, 21
High Point 4 (Greensboro)
Kinston 1, 4, 20-22
Raleigh 1, 4-8, 11, 16-21
Rocky Mount 1, 21
Wilmington 1, 7, 20, 21
Wilson 1, 4 (Rocky Mount)
Winston-Salem 3, 4, 21

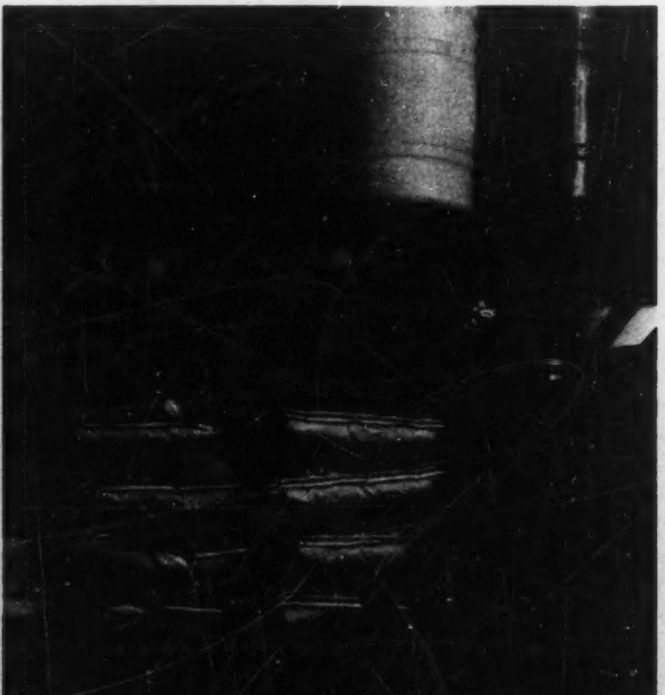
Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Norfolk and Western Railway Co.
4. Southern Railway Company

Airlines

5. Air-Lift Associates, Inc.
6. American
7. American Eagle
8. Delta
9. Delta Connection-Atlantic Southeast

No Matter How You Box It, Bag It, Store It Or Stack It, In North Carolina We Won't Tax It



In North Carolina, we make it easy to store whatever your company makes, because there is no property tax on business inventory in the state.

We make it easy to distribute your goods too. North Carolina's unique central east coast location puts you within a 700 mile radius of over 150 million U.S. and Canadian consumers, 64 of the nation's top 100 metro areas, and 19 of the 26 states with at least $20 billion in retail sales.

North Carolina has the largest state maintained highway system in the country (including over 900 miles of interstate), two major airline hubs, 11 regional airports, 21 rail carriers and two deepwater seaports to give you a wide variety of options on the most expedient means of distribution.

To find out more about warehousing and distribution in North Carolina, contact Robert G. Brinkley, Assistant Director-Business/Industry Development Division, North Carolina Department of Economic and Community Development, 430 North Salisbury Street, Raleigh, North Carolina 27611, phone (919) 733-4151.

When it comes to storing it and shipping it, you just can't beat it, in North Carolina.

NORTH CAROLINA

The Better Business Climate

Circle 21 on Brochure Service Card

10. Delta Connection-Comair
11. Eastern
12. Eastern Express Metro
13. East Hampton Aire
14. Enterprise Airlines
15. Northwest
16. Pan American
17. TWA
18. United
19. United Express-Presidential Airways
20. USAir
21. USAir Express-CCAir
22. USAir Express-Henson Airlines
23. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric   g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Box 33189,
   Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089,
   Fayetteville 28302
4. Gastonia Electric Dept.
   1300 N. Broad St., Box 1748,
   Gastonia 28053-1748
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville
   27835-1847
6. High Point Electric Utilities Dept.
   211 S. Hamilton, Box 230,
   High Point 27261
7. Kinston Public Utilities
   207 E. King St., Box 339, Kinston
   28501
8. North Carolina Natural Gas Corp.
   150 Rowan St., Drawer 909,
   Fayetteville 28302-0909
9. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
    400 Cox Rd., Gastonia 28054
11. Rocky Mount Pub. Utilities
    Box 1180, Rocky Mount 27802
12. Wilson Utilities Dept.
    1800 Herring Ave., Box 10
    Wilson 27893

Rural utilities contact:

North Carolina Assn. of Elec. Co-ops
William Cohoon, Jr.
P.O. Box 27306, Raleigh 27611
919/873-0800

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,847	14,459
Feldspar**	491,150	15,115
Gem stones	NA	550
Mica (scrap)	90	4,688
Sand & gravel:		
Construction	8,400	29,400
Industrial	1,140	15,000
Stone:		
Crushed	53,000	275,600
Dimension	32	5,026
Talc & pyrophyllite	W	W
Combined values of lithium minerals, olivine, phosphate rock, and values indicated by symbol W		163,526
Total 1988 (preliminary)		523,364

* thousand short tons except as noted
** short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Ward, Alvah H., Jr.
Bus. & Ind. Dev. Div.
N.C. Dept. of Econ. & Comm. Dev.
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Areas & Others

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/378-1307

Durham
Booth, Robert, Exec. Dir.
Gtr. Durham Cham. of Comm.
201 N. Roxboro St., 27701
919/682-2133

Fayetteville
Senn, L. H., III, Exec. Dir.
Fayetteville Area Econ. Dev.
519 Ramsey St.
P.O. Box 1865, 28302
919/483-3404
Rosenbaum, Carl, V.P., Ind. Sales
NC Natural Gas Corp.
150 Rowan St., 28302
919/483-0315

Gastonia
Hicks, Gary D. Jr., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 28053
704/867-4771

Greensboro
Bush, Marc
Greensboro Cham. of Comm,
330 South Green St., 27401
919/275-8675

Greenville
Chaffee, John D., Exec. Dir.
Pitt Cty Dev. Cmsn.
P.O. Box 837, 27835-0837
919/758-1989

High Point
Lynch, Daniel A., Dir.
City of High Point
P.O. Box 230, 27261
919/883-3116

Kenansville
Brinson, Woody, Exec. Dir.
Duplin County Econ. Dev. Corp.
P.O. Box 428, 28349
919/296-0483

Raleigh
Brown, Jerry, V.P., Econ. Dev.
Gtr. Raleigh C. of C.
P.O. Box 2978, 27602
919/833-9400
Ward, Jr., Alvah H., Dir. Bus.
Ind. Dev. Dir.
N.C. Dept. of Comm.
430 N. Salisbury St., 27603
919/733-4151
Anderson, Don
Carolina Power & Light
P.O. Box 1551, 27602
919/836-6571
Burney, James L.
NC Electric Membership
3400 Sumner Blvd., 27604
919/872-0800
Salkowitz, Wayne Mgr., Ind. Gas
Public Service of NC, Inc.
Box 1349
919/883-6641

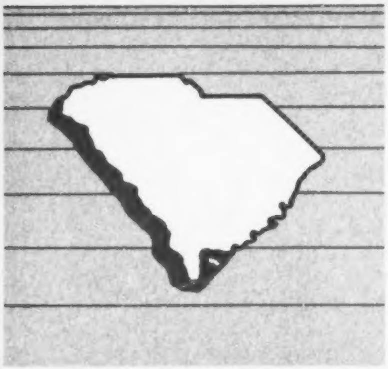
Salisbury
Whalen, Harry, Exec. Dir.
Rowan County
620 W. Innes St. 28144
704/637-5526

Snow Hill
McLawhorn, James R., Exec. Dir.
Greene Cty. EDC
229 Kingold Blvd., Ste. C, 28580
(919) 747-5801

Taylorville
Deal, Glenn P., Exec. Dir.
Alexander County EDC
104 West Main Ave.
P.O. Box 578, 28681
704/632-8141

Winston-Salem
Weddle, Rick L., Pres.
Winston-Salem Bus. Inc.
Two Piedmont Plaza, Ste. 408
2000 W. First St., 27104
919/723-8955

Zebulon
Byrd, Doug, Pres.
Triangle East
P.O. Box 37, 27597
919/269-4155



SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings & poll. control
- Airport Hub Location Assistance
- Tax-exempt industrial revenue bonds
- Taxable industrial revenue bonds
- Community development block grant loan program
- Composite bond financing program
- Stand Alone/Conduit bond program
- Venture capital funding program
- Export and trade finance program
- Tax increment financing
- Highway set aside funds
- Aid for job creating
- Technical education system
- Low interest loans
- Foreign trade zones

Tax rates:

Corporate income tax	5%
Personal income tax	3%-7%
Sales tax	5%
Incorporation tax	$110 fee
Franchise tax	$1/$1000
valuation of proportion of paid-in surplus & capital	
Inventory tax	none
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	34
Technical colleges	16
Commercial & business colleges	14
Vocational schools	52

Medical facilities:

Hospitals	100
Specialized hospitals	15
General infirmaries	10

Labor analysis:

Civilian labor force	1,740,500 (9/89)
Public high school graduates (1987-88)	34,047

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/737-2660

Environment Controls:

Dept. of Health & Environ. Control,
2600 Bull St., Columbia, SC 29201
Air Pollution: 803/734-4750
Water Pollution: 803/734-5300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
SOUTH CAROLINA	3,119.2	3,511.0
Anderson	27.3	29.7
Charleston	69.5	70.7
Columbia	99.3	96.0
Florence	30.1	33.2
Greenville	58.2	59.8
North Charleston	65.6	63.6
Rock Hill	35.3	44.8
Spartanburg	44.0	45.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Anderson	133.2	146.7
Augusta, GA/SC	327.4	405.8
Charleston	430.3	513.6
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,113.1
Columbia	408.2	465.8
Florence	110.2	121.7
Greenville-Spartanburg	568.8	625.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	379.7	41.0	8.71
Charleston	20.9	40.9	9.57
Columbia	30.0	41.3	9.03
Greenville-Spartanburg	102.3	41.1	8.74

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA	1,742.3	87.3	5.0
Charleston	239.1	13.6	5.7
Columbia	245.4	7.8	3.2
Greenville-Spartanburg	356.4	12.5	3.5

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	91.6	NA	NA

BUSINESS FIRST, PEOPLE ALWAYS!

FLORENCE COUNTY
SOUTH CAROLINA

Greater City Population 67,000 County 130,000

A Great PLACE to do Business. . .

- Three new industrial parks totalling 1300 acres
- Controlled, business/industrial environment
- Roads and utilities in place
- Firm, competitive land price
- Excess water and sewer capacity
- Available buildings, from 5,000 square feet to 220,700 square feet
- Build to lease program

Ingredients of SUCCESS. . .

- Great location for product distribution — I-95 and I-20
- Right-to-work state
- Abundant, qualified work force
- Outstanding, realistic financing and tax incentives

QUALITY of life. . .

- Affordable variety of housing
- Two colleges, 47 additional public and private schools
- ARTS! A variety including symphony, theater, 2 ballet companies
- Regional Medical Center — 4 hospitals within the county
- One hour to Santee Cooper Lake with 450 miles of coastline
- Only 70 miles to Myrtle Beach

For additional information contact: Florence County Economic Development Commission 181 E. Evans St., Florence, S.C. 29501 (803) 664-2866

Circle 22 on Brochure Service Card

MANUFACTURING	383.5	41.4	8.30
DURABLE GOODS	130.0	42.4	8.49
Lumber & wood prods.-SIC 24	15.9	41.3	7.54
Furniture & fixtures-SIC 25	4.7	41.0	6.94
Stone, clay, & glass prods.-SIC 32	11.2	44.5	9.64
Primary metal industries-SIC 33	8.2	NA	NA
Fabricated metal products-SIC 34	15.8	41.2	8.37
Machinery, except electrical-SIC 35	32.0	43.9	8.80
Electrical & electronic equip.-SIC 36	22.8	41.8	7.96
Transportation equipment-SIC 37	10.6	NA	NA
Instruments & related prods.-SIC 38	5.2	42.9	8.03
Misc mfg. industries-SIC 39	3.6	NA	NA
Food & kindred prods.	15.5	39.9	7.47

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 3 (Greenville)
Charleston 1, 3, 4, 6, 8, 12, 14
Columbia 1, 3, 4, 6, 8, 9, 12-15
Florence 5, 9, 16
Greenville 1-4, 6-8, 10, 11, 13-15
North Charleston 1 (Charleston)
Rock Hill 3 (Charlotte, NC)
Spartanburg 1, 3 (Greenville)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway Company

Airlines

4. American
5. American Eagle
6. Delta
7. Delta Connection-Atlantic Southeast
8. Eastern
9. Eastern Express-Metro
10. Enterprise Airlines
11. Northwest
12. United
13. United Express-Presidential Airways
14. USAir
15. USAir Express-CCAir
16. USAir Express-Henson Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   Box 11706, Rock Hill 29731-1706
6. South Carolina Electric and Gas Co.
   1426 Main St., Columbia 29218

Rural utilities contacts:

Central Elec. Power Co-op, Inc.
Fred J. Gassaway, Econ. Dev. Dir.
P.O. Box 1455, Columbia 29202
803/779-4975

Saluda River Elec. Co-op
Joseph W. Mulholland, VP
P.O. Box 929, Laurens 29360
803/984-6412

Area Wage Survey

Average straight-time hourly earnings

	Charleston 11/88	Charlotte Gastonia Rock Hill 9/88	Florence 1/88	Greenville Spartanburg 6/86
Office, professional, & technical				
Payroll clerks	$ 7.53	8.06	7.51	6.71
Accounting clerks	7.05	8.10	6.78	6.59
File clerks	NA	6.79	NA	5.26
Typists	NA	NA	NA	6.04
Key entry operators	6.33	6.79	5.58	5.91
Secretaries	9.00	9.63	7.80	8.20
Switchbd opr-recept's	6.04	6.84	5.83	6.33
Word processors	6.70	7.92	NA	6.99
Drafters	NA	NA	9.66	10.08
Electronics technicians	14.63	13.31	12.20	11.49
Computer operators	8.62	9.49	9.68	8.30
Computer programmers	12.56	13.68	11.41	11.82
Computer systems analysts	16.33	17.43	17.69	15.21
Maintenance & powerplant				
Carpenters	NA	NA	NA	8.66
Electricians	12.71	12.72	11.78	10.26
Engineers, stationary	NA	NA	NA	9.50
Machinists	11.91	10.67	NA	9.33
Mechanics (machinery)	12.03	11.87	9.10	10.09
Tool & die makers	NA	12.78	11.27	10.86
Custodial & material movement				
Guards	4.61	5.79	8.65	4.49
Janitors, porters & cleaners	4.49	4.67	5.85	4.03
Laborers, mat'l handling	5.10	6.74	6.32	7.90
Shippers & receivers	NA	7.61	7.34	7.30
Truckdrivers	8.88	9.65	7.29	9.28
Forklift operator	8.04	8.20	6.26	7.00

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,500	117,500
Clays (excl. fuller's earth)	2,196	37,408
Gem stones	NA	10
Manganiferous ore	W	W
Peat	5	140
Sand & gravel:		
Construction	8,100	22,400
Industrial	825	16,000
Stone:		
Crushed**	29,100	133,600
Dimension	4	37
Combined value of cement (masonry), clays (fuller's earth), gold, mica (scrap), peat, silver, stone (crushed shell) and values indicated by symbol W		65,559
Total 1988 (preliminary)		392,514

* thousand short tons
** excludes crushed shell
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

DEVELOPMENT COUNSELORS:

State Development Agency

Sterling, Wayne L., Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/737-0400

Areas & Others

Bishopville
Woodmansee, Harry T., II, Exec. Dir.
Lee Cty. Dev. Board
Courthouse Sq. 29010
803/484-5341

Charleston
Decker, James D., PE Staff V.P.
Charleston-Trident Dev. Bd.
P.O. Box 975, 29402
803/557-2510

Columbia
Fore, Danny G., C.I.D., Sr. Dir.
Gtr. Columbia Chamber of Comm.
1308 Laurel St.
P.O. Box 1360, 29202
803/733-1144

Reed, Donald P., Econ. Dev. Rep.
Central Electric Power, Inc.
P.O. Box 1455, 29202
803/779-4975

Tompkins, Margaret E.
Bus./Ind. Development Dept.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218

Conway
Hutchison, Jack C., C.I.D., Exec. Dir.
Horry Cty Dev. Bd.
P.O. Box 1288, 29526
803/347-4604

Florence
Swope, John, Dir.
Florence Cty. EDC
181 Evans St.
BTC-123, 29501
(803) 664-2866

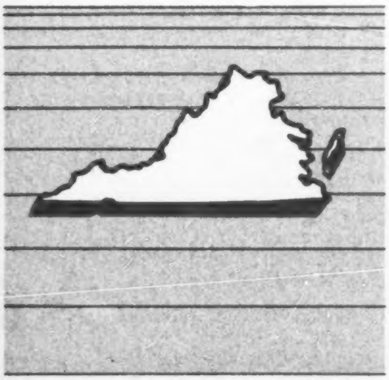
Greenville
Gosnell, Darryl W., C.I.D., V.P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Greenwood
Arnoti, Peter H., Mngr.
Greenwood Cham. of Comm.
Eco. Dev. Division
P.O. Box 980, 29648
803/223-0403

Lancaster
Wilson, James E.
Lancaster Cty. Government
P.O. Box 1809, 29720
803/285-1565

Orangeburg
Ford, Thomas J., C.I.D., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Rock Hill
Smith, Ronald Carter, Exec. Dir.
York Cty. Econ. Dev. Bd.
P.O. Box 10995, 29731
803/324-3058



VIRGINIA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2%-5.75%
Personal property tax	varies locally
Sales tax	4.5%
Franchise & incorp. tax	varies
Inventory tax	none
Gasoline tax	$.175/gal.

Advanced education facilities:

Four-year colleges & universities	58
Two-year or junior colleges	26
Vocational & bus. schools	135

Medical facilities:

Hospitals	135
Clinics	NA

Labor analysis:

Civilian labor force	3,100,000
Public high school graduates	66,700

For additional labor market information, contact: Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-1485.

Environment controls:

Air Pollution: Wallace N. Davis, Acting Exec. Dir., Air Pollution Control Bd., P.O. Box 10089, Richmond, VA 23240, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Dir., State Water Control Bd., P.O. Box 11143, Richmond, VA 23230, 804/367-0058

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
VIRGINIA	5,346.3	6,047.2
Alexandria	103.2	112.3
Arlington	152.6	160.6
Blacksburg	30.6	NA
Charlottesville	45.0	41.0
Chesapeake	114.2	145.7
Danville	45.6	44.9
Hampton	122.6	129.3
Harrisonburg	19.7	29.5
Lynchburg	66.7	68.3
Newport News	144.9	166.0
Norfolk	267.0	280.2
Petersburg	41.1	40.8
Portsmouth	104.6	112.9
Richmond	219.2	217.4
Roanoke	100.4	102.8
Suffolk	47.6	53.6
Virginia Beach	262.2	360.3

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Charlottesville	113.6	126.1
Danville	111.8	111.3
Johnson City-Kingsport-Bristol, TN/VA	433.6	451.4
Lynchburg	141.2	148.8
Norfolk-Virginia Beach-Newport News	1,171.1	1,372.3
Richmond-Petersburg	761.3	843.4
Roanoke	224.5	230.5
Washington, DC/MD/VA	3,251.0	3,729.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA		
425.7	41.6	9.73
Bristol		
10.8	8.6	7.80
Charlottesville		
8.6	42.9	8.42
Danville		
17.0	40.3	8.67
Lynchburg		
22.7	42.4	9.55
Norfolk-Virginia Beach-Newport News (9/88)*		
66.0	NA	NA
Northern Virginia		
33.7	40.4	11.38
Richmond-Petersburg		
61.3	42.3	12.72
Roanoke		
19.4	40.5	9.78

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percer
VIRGINIA		
3,172.2	128.8	4.1
Charlottesville		
68.0	1.6	2.4
Danville		
54.3	3.3	6.0
Lynchburg		
73.3	4.4	5.9
Norfolk-Virginia Beach-Newport News		
619.8	30.7	5.0
Richmond-Petersburg		
464.8	18.4	4.0
Roanoke		
122.5	5.6	4.6

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	195.1	NA	NA
MANUFACTURING	427.3	41.0	9.35
DURABLE GOODS	205.7	41.8	9.38
Lumber & wood prods.- SIC 24	25.8	40.0	7.11
Furniture & fixtures-SIC 25	24.1	39.7	6.31
Stone, clay, & glass prods.- SIC 32	16.2	41.4	8.98
Primary metal industries-SIC 33	10.9	44.0	10.39
Fabricated metal products-SIC 34	18.6	42.4	9.78
Machinery, except electrical-SIC 35	19.7	43.8	9.30
Electrical & electronic equip.-SIC 36	36.8	42.0	9.38
Transportation equipment-SIC 37	44.5	NA	NA
Instruments & related prods.-SIC 38	6.0	41.4	7.73
Misc. mfg. industries-SIC 39	3.2	39.8	8.00
Food & kindred prods.	37.1	41.4	8.74

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3, 5 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 20, 22, 24, 25
Chesapeake 1, 2, 4, 5 (Norfolk)
Danville 3, 5, 23
Hampton 1 (Newport News)
Lynchburg 1, 4, 5, 21, 22, 24-26
Newport News 1, 7, 13, 21, 22, 25
Norfolk 1-6, 8, 11, 14-19, 22, 25
Petersburg 1, 4 (Richmond)
Portsmouth 1, 2, 4, 5 (Norfolk)
Richmond 1, 5-8, 11, 12, 19, 20, 22, 25, 27, 28
Roanoke 3, 4, 7, 9, 10, 20-22, 24, 25
Suffolk 1, 4 (Norfolk)
Virginia Beach 2, 5 (Norfolk)

Railroads

1. CSX Transportation, Inc.
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Norfolk & Western
5. Southern Railway Company

Airlines

6. American
7. American Eagle
8. Delta
9. Delta Connection-Atlantic Southeast
10. Delta Connection-Comair
11. Eastern
12. East Hampton Aire
13. Emerald Airlines
14. Northwest
15. Pan Am Express
16. Trans World Airlines-USAir
17. Trans World Express-Pocono
18. TWA
19. United
20. United Express-Air Wisconsin
21. United Express-Presidential Airways
22. USAir
23. USAir Express-CCAir
24. USAir Express-Chautauqua Airlines
25. USAir Express-Henson Airlines
26. USAir Express-Jetstream International
27. USAir Express-Suburban Airlines
28. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 9g, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11e, 12g
Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St.,
   Charlottesville 22901
3. Commonwealth Gas Services Inc.
   200 Civic Center Dr., Columbus, OH 43215
4. Danville Water, Gas and Elec. Depts.
   418 Patton St., Drawer 3300, Danville 24543
5. Lynchburg Gas Co.
   800 Main St., Lynchburg 24504
6. Portsmouth Gas Co. Portsmouth
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke 24016
9. Tennessee-Virginia Energy Corp.
   P.O. Box 60, Johnson City, TN 37601
10. United Cities Gas Co.
    5300 Maryland Way, Brentwood, TN 37027
11. Virginia Elec. and Power Co.
    1 James River Pl., Box 26666
    Richmond 23261
12. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk 23502
13. Washington Gas Light Co.
    1100 H St., N.W., Washington, DC 20080

Rural utilities contacts:

Old Dominion Elec. Co-op
Ernest Jordan, Jr., Exec. V.P.
4222 Cox Rd., Glenallen 23060
804/747-0592

Virginia, Maryland & Delaware Assn. of Elec. Co-ops
Sam Perry, Dir. of Mktg.
P.O. Box 15248, Richmond 23227
804/264-2801

Area Wage Survey

Average straight-time hourly earnings

	Norfolk Virginia Beach Portsmouth, VA/NC 5/86	Richmond 8/89	Washington, DC/MD/VA 3/89
Office, professional, & technical			
Payroll clerks $	6.49	8.48	9.87
Accounting clerks	6.42	8.52	8.76
File clerks	5.58	5.89	8.39
Typists	6.03	NA	8.32
Key entry operators	5.80	7.38	7.56
Secretaries	7.86	10.49	11.26
Stenographers	NA	NA	10.40
Switchbd opr-recept's	5.55	7.20	8.10
Word processors	6.32	8.15	9.70
Drafters	8.75	11.08	9.88
Electronics technicians	11.81	15.43	14.55
Computer operators	7.76	9.67	10.85
Computer programmer	10.96	15.43	15.02
Computer systems analysts	15.41	18.14	18.57
Maintenance & powerplant			
Carpenters	10.87	15.13	13.53
Electricians	12.86	18.08	15.32
Engineers, stationary	NA	15.86	14.01
Machinists	10.32	16.65	17.77
Mechanics (machinery)	10.81	17.13	14.65
Custodial & material movement			
Guards	4.50	5.34	7.05
Janitors, porters & cleaners	4.77	4.38	5.23
Laborers, mat'l handling	6.98	9.16	6.71
Shippers & receivers	9.35	9.36	9.78
Truckdrivers	7.49	11.08	11.28
Forklift operators	7.18	12.27	10.48

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	1,049	5,871
Gem stones	NA	20
Lime	837	35,246
Sand & gravel.		
Construction	11,500	46,400
Stone:		
Crushed	60,300	301,500
Dimension	10	2,900
Combined value of aplite, cement, clay (fuller's earth, 1987-88) gypsum, iron oxide pigments (crude), kyanite, sand and gravel (industrial), talc and pyrophyllite, and vermiculite		81,035
Total 1988 (preliminary)		472,972

* thousand short tons
** excluding fuller's earth

DEVELOPMENT COUNSELORS:

State Development Agency

Keogh, Hugh, Dir.
Virginia Dept. of Econ. Dev.
1021 East Cary St.
Richmond, 23206-0798
804/371-8100

Areas & Others

Chesterfield
Blankenship, Charles J., Dir.
Chesterfield Cty. Econ. Dev.
P.O. Box 40, 23832
804/748-3963

Fredericksburg
Scruggs, Kenneth M., GM
Lee Hill Industrial Park
P.O. Box 867, 22401
703/373-0510

Lynchburg
Cobb, V. Lee, Dir.
Office of Econ. Dev.
City of Lynchburg
P.O. Box 60, 24505
804/847-1732

Newport News
Denton, Julius A. "Bud", III, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/872-8000
Hughes, Marc
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Norfolk
Wingfield, Greg, Pres.
Forward Hampton Roads
1214 First Virginia Bank Tower, 23510
804/627-2315

Prince William
Wright, Michelle, Mktg. Mgr.
Prince William County
4349 Ridgewood Ctr. Dr., 22192
703/335-6680

Richmond
Agostino, Frederick, Exec. Dir.
Henrico Cty. Ind. Dev. Auth.
4120 E. Parham Rd., 23228
804/672-4211
Stafford, William M., Dir.
Virginia Power Econ. Dev.
P.O. Box 26666, 23261
804/771-3406
Economic Dev. Mngr.
Commonwealth Gas Svcs., Inc.
P.O. Box 35800, 23235-0800
804/323-5349
Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

Roanoke
Bowman, Robert Y., Exec. Dir.
The Regional Partnership of Roanoke Valley, Inc.
P.O. Box 2797, 24001
703/343-1550

Stafford
Kreutzer, Walter E.
Dir. Econ. Dev.
County of Stafford
P.O. Box 339, 22554-0339
703/659-8681

Virginia Beach
Burke, Andy
Virginia Beach
Dept. of Econ. Dev.
770 Lynnhaven Pky., Ste. 200, 23452
804/498-4567

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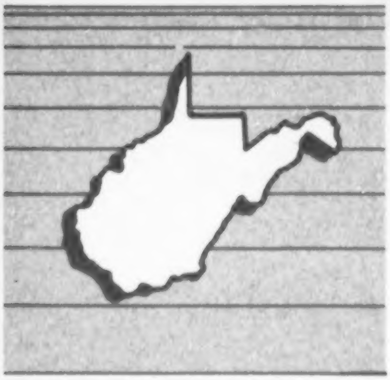

WEST VIRGINIA

STATE INFORMATION:

Financial assistance to industry:

Freeport amendment
Small business tax credit
West Virginia capital company credit
Economic Development Authority — 4 competitively priced loan programs
Access roads
Investment tax credit/other tax incentives
"Super Tax Credit" for job creation
Corporate headquarters tax credit

Tax rates:

Corporate income tax..............9.525%
Personal income tax.............3%-6.5%
Sales tax 6%
(companies generally do not pay sales tax on items used in business)
Incorporation tax .... graduated
Franchise registration fee...... $15/year
Inventory tax.................... varies locally
Gasoline tax .... $.155/gal.
+ 4.85% sales tax

Advanced educational facilities:

Four-year colleges & universities 19
Two-year or junior colleges 4
Graduate colleges.................................3
Osteopathic schools 1
Vocational & business schools:
7 Multicounty vocational centers
26 High schools with vocational units (at least five or more)
31 County centers (five or more occupational areas)
15 Special schools offering vocational education
209 Private schools

Licensed medical facilities:

General hospitals..............................67
Personal care 65
Nursing homes................................102
Long-term care...................................14

Labor analysis:

Civilian labor force........769,266 (11/89)
Public high school graduates ....23,000+ (1988)

For additional labor market information, contact: Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2660

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WEST VIRGINIA	1,934.6	1,919.7
Charleston	64.0	57.0
Huntington	63.7	58.3
Morgantown	27.6	NA
Parkersburg	40.0	38.5
Wheeling	43.1	39.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Charleston	269.6	266.2
Cumberland, MD/WV	107.8	103.1
Huntington-Ashland, WV/KY/OH	336.0	330.5
Parkersburg-Marietta, WV/OH	162.8	157.6
Steubenville-Weirton, OH/WV	163.1	151.0
Wheeling, WV/OH	185.6	175.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA		
86.0	41.7	11.19
Charleston		
11.0	44.2	15.01
Huntington-Ashland		
20.5	40.9	14.79
Parkersburg-Marietta		
14.3	41.7	13.85
Wheeling		
7.4	40.7	11.96

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA		
775.1	68.3	8.8
Charleston		
120.5	8.0	6.7
Huntington-Ashland		
130.4	7.5	5.8
Parkersburg-Marietta		
74.5	4.8	6.5
Wheeling		
73.1	4.3	6.0

*preliminary figures

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
25.1	39.2	13.69
MANUFACTURING		
87.0	41.0	10.72
DURABLE GOODS		
48.4	40.9	10.95
Lumber & furniture-SIC 24		
NA	NA	NA
Stone, clay, & glass prods.-SIC 32		
8.0	40.4	10.80
Primary metal industries-SIC 33		
15.0	44.4	13.78
Fabricated metal products-SIC 34		
5.2	35.6	10.34
Machinery, except electrical-SIC 35		
5.6	38.0	10.93
Electrical & electronic equip.-SIC 36		
2.6	41.5	11.69
Transportation equipment-SIC 37		
NA	NA	NA
Food & kindred prods.		
4.2	42.5	7.36

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Charleston 1, 2, 4, 5, 7, 9, 10, 12
Huntington 2, 5, 9, 10
Morgantown 2, 8, 11
Parkersburg 2, 6, 11
Wheeling 1-3 (Pittsburgh, PA)

Railroads

1. Conrail
2. CSX Transportation
3. Norfolk and Western Railway

Airlines

4. Delta Connection-Atlantic Southeast
5. Delta Connection-Comair
6. East Hampton Aire
7. United Express-Air Wisconsin
8. United Express-Presidential Airways
9. USAir
10. USAir Express-CCAir
11. USAir Express-Crown Airways
12. USAir Express-Henson Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Charleston — 1e, 4g, 6g
Huntington — 1e, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 2g
Wheeling — 7e, 4g

1. Appalachian Power Co.
40 Franklin Rd., Box 2021,
Roanoke, VA 24022
2. Gas Transport Inc.
1515 Camden Ave., Parkersburg
26102
3. Hope Gas Inc.
Union National Center W, Box 2868,
Clarksburg 26301
4. Mountaineer Gas Co.
414 Summers St., Charleston 25301
5. Monongahela Power Co.
1310 Fairmont Ave., Fairmont 26554
6. Teavee Oil & Gas Inc.
Union Oil & Gas Inc.
Kanawha Valley Bldg., 19th flr.,
Charleston 25301
7. Wheeling Power Co.
51-16th St., Box 751, Wheeling 26003

WEST VIRGINIA

Rural utilities contacts:
Appalachian Power
Mark James, Eco. Dev. Consultant
301 Virginia St. East, P.O. Box 1986,
Charleston 25327
304/348-4731
Wheeling Power Co.
John J. Smolak, Eco. Dev. Consultant
51 16th St., Box 751
Wheeling 26003
304/234-3061

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	255	584
Gem stones	NA	1
Sand & gravel:		
Construction	1,100	3,800
Stone (crushed)	11,600	47,600
Combined value of cement, lime (1987-88), salt, and sand and gravel (industrial)		95,927
Total 1988 (preliminary)		147,912

*thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Governor's Off. of Comm.
& Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Areas & Others

Charleston
James, Mark, Econ. Dev. Consul.
Appalachian Power
301 Virginia St. E., 25327
304/348-4731

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Fairmont
Daily, James
Marion Chamber of Comm.
140 Rosewood, 26655
304/363-0442

Wheeling
Smolak, John J., Eco. Dev. Cons.
Wheeling Power Co.
51-16 Street
P.O. Box 751, 26003
304/234-3061

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EAST NORTH CENTRAL

- ILLINOIS
- INDIANA
- MICHIGAN
- OHIO
- WISCONSIN

ILLINOIS

STATE INFORMATION:

Financial assistance to industry:

- Machinery sales tax exemption
- Investment tax credit
- Property tax exemption
- Aid for job training
- Site location assistance
- Direct loans and grants
- R&D corp. income tax credit
- Additional enterprise zone incentives:
  - Investment tax credit
  - Jobs tax credit
  - Bldg. materials sales tax exempt
  - Utility tax abatement
  - Consumables sales tax exempt

Tax rates:

Corporate income tax....................7.3%
until 7/1/91, then reverts to 6.5%
Personal income tax......................3.0%
until 7/1/91, then reverts to 2.5%
Personal property tax .... none
Sales tax .... 6.25% state;
local rate zero in most places
Gasoline tax .... $.19/gal.

Advanced education facilities:

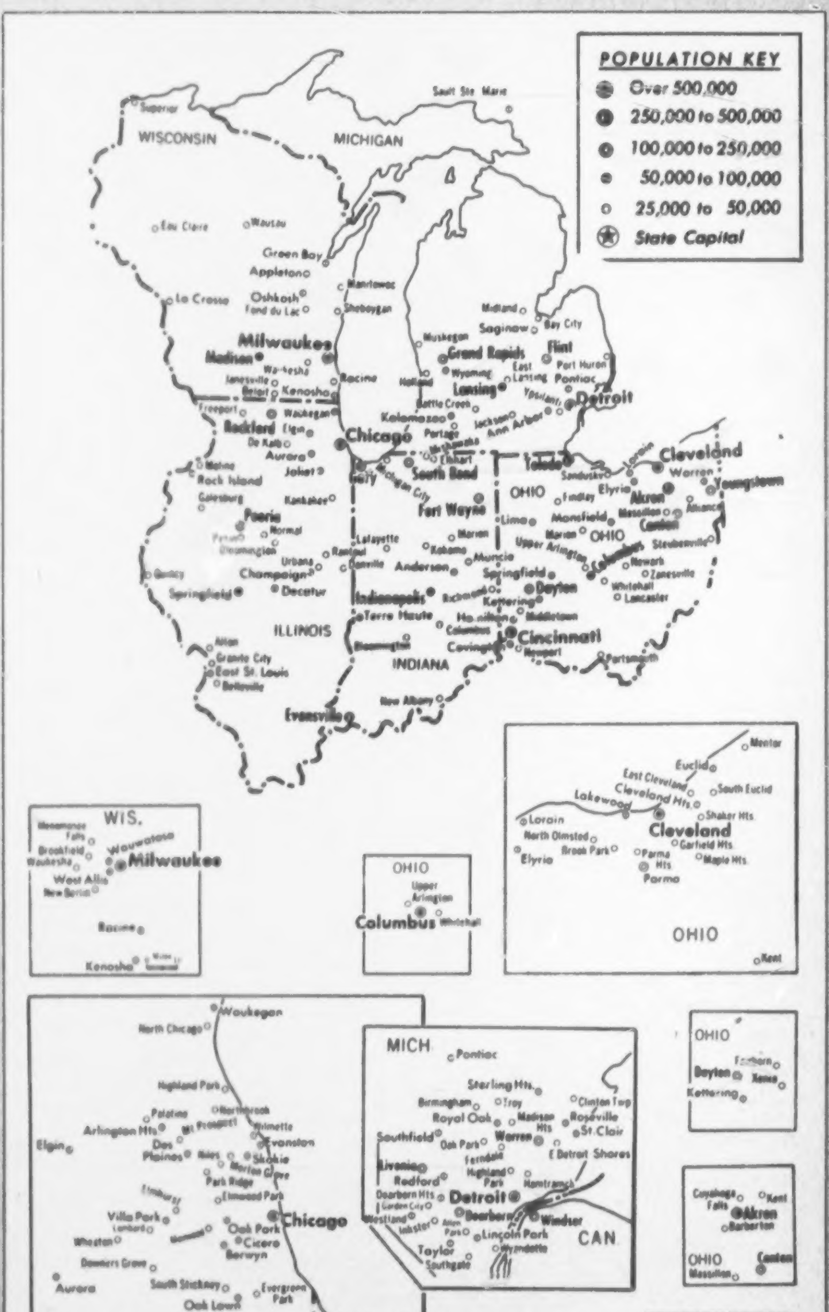
Four-year colleges & universities...167
Two-year or junior colleges 52
Vocational & bus. schools 433

Medical facilities:

Hospitals 281
Physicians .... 21,000 +

Labor analysis:

Civilian labor force................5,934,000
High school graduates 4,747,200 in labor force



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ILLINOIS

For additional labor market information, contact Research Division, Ill. Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-1438

Environment controls:

Industrial Development Division, Illinois Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-3891

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ILLINOIS	11,418.5	11,674.3
Addison	28.8	NA
Alton	34.2	33.0
Arlington Heights	66.1	69.6
Aurora	81.3	90.3
Belleville	42.2	42.9
Berwyn	46.8	45.1
Bloomington	44.2	48.7
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	60.0
Chicago	3,005.1	3,079.3
Chicago Heights	37.0	35.3
Cicero	61.2	61.4
Danville	39.0	NA
Decatur	94.1	88.9
De Kalb	33.1	NA
Des Plaines	53.6	NA
Downers Grove	39.3	43.7
East St. Louis	55.2	49.1
Elgin	63.8	72.5
Elk Grove Village	28.9	NA
Elmhurst	44.3	43.6
Evanston	73.7	71.1
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.2
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	77.5
Kankakee	30.1	28.1
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	43.9
Mount Prospect	52.6	54.0
Naperville	42.3	79.9
Niles	30.4	NA
Normal	35.7	40.1
Northbrook	30.7	NA
North Chicago	38.8	44.8
Oak Forest	26.1	NA
Oak Lawn	60.6	57.7
Oak Park	54.9	54.0
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	32.2
Peoria	124.2	111.3
Quincy	42.4	39.6
Rock Island	47.0	43.0
Rockford	139.7	138.0
Schaumburg	52.3	64.1
Skokie	60.3	59.2
Springfield	99.6	102.2
Tinley Park	26.2	NA
Urbana	36.0	36.0
Waukegan	67.7	77.2
Wheaton	43.0	49.7
Wilmette	28.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Aurora-Elgin	316.0	359.3
Bloomington-Normal	119.1	126.3
Champaign-Urbana-Rantoul	168.4	173.1
*Chicago	6,060.0	6,203.1
Davenport-Rock Island-Moline, IA/IL	384.0	369.4
Decatur	131.4	124.7
*Joliet	355.0	386.9
Kankakee	102.9	101.3
*Lake County	440.0	498.3
Peoria	365.9	349.2
Rockford	279.5	284.3
St. Louis, MO/IL	2,377.0	2,482.1
Springfield	187.8	194.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	980.7	42.0	11.26
Aurora-Elgin	38.2	42.1	10.75
Bloomington-Normal	8.6	42.7	12.62
Champaign-Urbana-Rantoul	9.1	40.1	10.19
Chicago	562.9	41.9	10.95
Davenport-Rock Island-Moline	32.9	40.7	12.85
Decatur	13.7	42.6	15.09
Joliet	19.3	42.2	12.55
Lake County	44.4	40.1	11.86
Peoria	35.8	43.8	14.00
Rockford	45.7	41.3	12.00
Springfield	3.6	38.4	11.73

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS	5,954.3	373.6	6.3
Aurora-Elgin	187.6	10.0	5.3
Bloomington-Normal	74.4	3.2	4.3
Champaign-Urbana-Rantoul	93.5	3.6	3.8
Chicago	3,281.0	202.4	6.2
Davenport-Rock Island-Moline	180.8	12.1	6.7
Decatur	60.0	4.5	7.6
Joliet	196.9	13.1	6.6
Lake County	292.9	11.5	3.9
Peoria	160.5	9.9	6.2

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island Moline, IA/IL 2/86	Chicago 7/89	St. Louis, MO/IL 3/89	Champaign Urbana Rantoul 8/88	Decatur 7/88
Office, professional, & technical					
Payroll clerks $	9.36	9.69	8.63	8.69	8.43
Accounting clerks	8.81	9.09	8.23	7.00	9.30
File clerks	5.32	6.78	5.67	4.43	6.13
Typists	9.28	7.57	7.39	NA	NA
Key entry operators	9.28	7.77	6.86	6.73	7.46
Secretaries	11.66	11.65	10.66	7.84	11.65
Stenographers	NA	10.28	NA	NA	NA
Switchbd opr-receptionists	6.27	8.02	6.81	6.54	6.93
Word processors	7.25	9.97	7.85	7.75	7.97
Drafters	11.80	13.23	11.51	NA	14.88
Electronics technicians	12.79	14.89	14.15	NA	NA
Computer operators	10.89	10.74	9.85	7.95	10.38
Computer programmers	12.34	14.88	14.39	11.42	13.31
Computer systems analysts	16.03	19.45	18.52	NA	17.74
Maintenance & powerplant					
Carpenters	14.37	17.11	14.44	NA	NA
Electricians	14.92	15.97	16.24	12.14	14.32
Engineers, stationary	14.89	15.98	15.92	NA	15.28
Machinists	14.27	15.12	15.74	NA	NA
Mechanics (machinery)	14.11	14.30	12.75	13.27	14.80
Tool & die makers	15.82	15.52	16.19	NA	14.69
Custodial & material movement					
Guards	12.49	6.34	5.53	NA	NA
Janitors, porters, & cleaners	7.65	7.15	5.28	7.60	6.22
Laborers, mat'l handling	11.27	10.34	11.75	NA	11.56
Shippers & receivers	NA	10.20	10.20	6.68	NA
Truckdrivers	12.61	14.63	12.29	NA	11.85
Forklift operators	11.79	10.75	12.03	10.45	12.25

ILLINOIS

Rockford	150.3	9.5	6.3
Springfield	111.3	5.7	5.2

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	204.7	38.1	17.72
MANUFACTURING	971.5	41.7	11.03
DURABLE GOODS	595.6	42.2	11.23
Lumber & wood prods.-SIC 24	11.2	40.3	7.80
Furniture & fixtures-SIC 25	18.2	40.6	9.30
Stone, clay, & glass prods.-SIC 32	26.0	41.6	11.05
Primary metal industries-SIC 33	55.1	44.0	13.13
Fabricated metal products-SIC 34	110.7	42.8	10.96
Machinery, except electrical-SIC 35	144.1	43.3	12.40
Electrical & electronic equip.-SIC 36	120.6	41.0	9.68
Transportation equipment-SIC 37	45.7	41.1	13.56
Instruments & related prods.-SIC 38	39.5	41.1	10.01
Misc. mfg. inds.-SIC 39	24.6	40.0	7.98
Food & kindred prods.	91.0	41.9	10.58

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison (C)
Alton 6, 13, 19 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 10, 13, 22 (St. Louis, MO)
Berwyn 4, 5 (C)
Bloomington 6, 9, 19, 32, 54, 68
Bolingbrook (C)
Burbank (C)
Calumet City 2, 14 (C)
Carbondale (68 through Marion)
Champaign 9, 13, 19, 32, 54, 68, 72-74
Chicago 1-10, 12-15, 18, 19, 21, 24-54, 57, 60-67, 69-75
Chicago Heights 2, 9-11, 21, 24 (C)
Cicero 2-4 (C)
Danville 9, 10, 19, 21, 24, 32
Decatur 10, 13, 18, 19, 32, 68, 74
DeKalb 7 (Rockford)
Des Plaines 7, 25 (C)
Downer's Grove 4 (C)
East St. Louis 4, 6, 7, 9, 10, 13, 17-20, 22-24 (St. Louis, MO)
Elgin 7, 21 (C)
Elk Grove Village 7, 21 (C)
Elmhurst 5, 7 (C)
Evanston 7 (C)
Freeport 5 (Rockford)
Galesburg 1, 4, 32
Glenview 7, 21 (C)
Granite City 6, 7, 9, 10, 13, 19, 20, 23, 24 (St. Louis, MO)
Hanover Park 21 (C)
Harvey 2, 12, 13 (C)
Highland Park 7 (C)
Joliet 1, 6, 7, 10, 11, 13 (C)
Kankakee 13 (C)
Lansing 9 (C)
Lombard 7 (C)
Maywood 7. 14 (C)
Moline 4, 15, 21, 32, 33, 54, 59, 69-72
Mount Prospect 7 (C)
Naperville 4 (C)
Niles 21 (C)
Normal 6, 19 (Bloomington)
Northbrook 21 (C)
North Chicago 7, 11 (C)
Oak Forest 7 (C)
Oak Lawn 2, 10, 19 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 11 (C)
Park Ridge 7 (C)
Pekin 9, 13 (Peoria)
Peoria 4, 7, 9, 13, 19, 32, 54, 58, 69-72
Quincy 4, 19, 32, 68
Rock Island 4, 15, 21 (Moline)
Rockford 4, 5, 7, 21, 54-56, 58
Schaumburg 21 (C)
Skokie 7, 21 (C)
Springfield 6, 10, 13, 19, 32, 39, 54, 69
Tinley Park 7 (C)
Urbana 9, 13, 19 (Champaign)
Waukegan 7, 11 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chicago Central & Pacific Railroad
6. Chicago, Missouri & Western Railway
7. Chicago & North Western
8. Chicago S. Shore & S. Bend R.R.
9. Conrail
10. CSX Transportation, Inc.
11. Elgin, Joliet & Eastern Railway Co.
12. Grand Trunk Western R.R. Co.
13. Illinois Central Railroad Co.
14. Indiana Harbor Belt R.R. Co.
15. Iowa Interstate R.R. Ltd.
16. Milwaukee Road
17. Missouri-Kansas-Texas R.R. Co.
18. Norfolk Southern Corp.
19. Norfolk and Western Railway
20. St. Louis Southwestern Railway Co.
21. Soo Line Railroad Co.
22. Southern Railway
23. Terminal R.R. Assn. of St. Louis
24. Union Pacific Railroad
25. Wisconsin Central Ltd.

Airlines

26. Aer Lingus
27. Air Canada
28. Air France
29. Alaska Airlines
30. Alitalia
31. American
32. American Eagle
33. America West
34. Braniff
35. British Airways
36. Canadian Airlines Intl. Can Part-Time Air
37. Continental
38. Continental Airlines-SAS Scandinavian
39. Continental Express-Britt Airways
40. Delta
41. Delta Connection-Comair
42. Eastern
43. Ecuatoriana
44. El Al
45. Great Lakes Aviation
46. Iberia Airlines of Spain
47. Japan Airlines
48. KLM
49. Lot
50. Lufthansa
51. Mexicana
52. Midway Airlines, Inc.
53. Midway Connection-Iowa Airways
54. Midway Connection-Midway Commuter-Fischer Bros.
55. Midwest Express
56. Midwest Express-Skyway
57. Northwest
58. Northwest Airlink-Express Airlines 1
59. Northwest Airlink-Mesaba Aviation
60. Pan American
61. Propheter Aviation
62. Royal Jordanean
63. Sabena
64. SAS
65. Southwest Airlines
66. Swissair
67. Trans North Aviation
68. Trans World Express-Air Midwest
69. Trans World Express-Trans States Airlines
70. TWA
71. United
72. United Express-Air Wisconsin
73. USAir
74. USAir Express-Jetstream Intl.
75. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 8g, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg

Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g, 2g
Tinley Park — 3e, 7g
Urbana — 4e
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service
   607 E. Adams St., Springfield 62739
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Box 4350, Davenport, IA 52808
6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507-0190
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield Water, Lt. & Pwr. Dept.
    201 Municipal Bldg., Springfield 62757
11. Union Electric Co., Box 149, 1901 Gratiot St., St. Louis, MO 63166

Rural utilities contacts:

Assn. of Illinois Elec. Co-ops
Robert W. Patton, Dir., Member Svcs.
P.O. Box 3787
Springfield 62708
217/529-5561

Dairyland Power Co-op
Richard Williams, Mktg. & Area Rltns.
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Southern Illinois Power
James Whitright, Elec. Sys. Dept. Mgr.
Rte. 4, Box 311, Marion 62959
618/997-1116

Soyland Power Co-op, Inc.
Douglas Dougherty, Econ. Dev. Dir.
P.O. Box A-1606, Decatur 62525
217/875-2420

Western Illinois Power Co-op, Inc.
Douglas Dougherty
P.O. Box A-1606, Decatur 62525
217/875-2420

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,100	87,500
Clays (excl. fuller's earth)	236	1,076
Gem stones	NA	15
Sand & gravel:		
Construction	31,000	96,900
Industrial	4,250	56,700
Stone:		
Crushed	54,300	224,900
Dimension	1	129
Combined value of, cement (masonry), clays (fuller's earth), copper, fluorspar, lead, lime, peat, silver, tripoli, and zinc		82,081
Total 1988 (preliminary)		549,301

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Hedges, Jay, Dir.
Illinois Dept. of Commerce & Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Areas & Others

Aurora
Becker, Charles O., R.E. Mgr.
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/983-8888

Belleville
Schanuel, Scott M., Exec. Dir./CEO
Cook, Dale E., Jr., Econ. Dev. Dir.
Belleville Econ. Progress, Inc.
334 West Main St., 62220
618/233-2015

Chicago
Abel, Joseph H.
City of Chicago Econ. Dev. Cmsn.
1503 Merchandise Mart, 60654
312/744-9550

Ryan, Bill
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Moore, Judy, Assoc.
Paine/Wetzel Assoc., Inc.
550 W. Jackson Blvd., 60606
312/559-0600

Koska, Edward T., Adv. Mgr.
Peoples Energy Corp.
122 S. Michigan Ave., 60603
312/431-4892-3

Danville
Bernthal, Vicki L., Pres.
Danville Area EDC
425 N. Gilbert St., 61832
217/442-6201

Decatur
Eggars, Richard L., C.I.D.
Treat, Robb, Supv. Econ. Dev. Svcs.
Illinois Power Co.
Econ. Dev. Dept.
500 S. 27th St., 62525
217/424-6465

Freeport
Furber, Joseph P., C.I.D.
Freeport Area Econ. Dev. Fdtn.
223 W. Stephenson St., Ste 207, 61032
815/232-2030

Lewistown
Olson, Mary, Div.
Spoon River Mktg. Office
Econ. Dev. Corp. of Fulton Cty.
131 S. Main St., 61542
309/547-7363

Mattoon
Manegold, Christopher M., C.I.D., Exec. V.P.
Mattoon Association of Comm.
1701 Wabash Ave., 61938
217/235-5661

Oglesby
Brandt, Helen M., Exec. V.P.
Northern Illinois Ind. Dev. Corp.
2578 E. 350th Rd., 61348
815/224-4833

Ottawa
Bruehler, James
Ottawa Area Chamber of Comm.
P.O. Box 888, 61350
815/433-0084

Peoria
Ogden, Stan, Econ. Dev. Rep.
Central Ill. Light Co. (CILCO)
300 Liberty St., 61602
309/672-5015

Quad Cities
Wetzel, John, Dir. AD
Iowa-Illinois Gas & Elec. Co.
319-18th St., 61201
319/326-7135

Quincy
Mentesti, James E., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Springfield
Rakers, Ray, Eco. Dev. Coordinator
Central Illinois Public Service Co. (CIPS)
607 E. Adams St., 62739
217/525-5243

Springfield
Boer, Michael P., Pres.
Gtr. Springfield Chamber of Comm.
3 S. Old State Capitol Plaza, 62701
217/525-1173

INDIANA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for mfg. facilities
- Job training, assistance
- Enterprise Zones
- Building tax abatement (graduated)
- Mfg. machinery & equipment tax abatement (graduated)
- Financial assistance programs
- Grants & loans for site development
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:

Corporate income tax	approx. 3.4%
Personal income tax	3.4%
Personal property tax	varies locally
Sales tax	5%
Franchise tax	none
Incorporation tax	$90 minimum, $15 certification fee
Inventory tax	average ⅓ of 65% of cost of inventory
Gasoline tax	$.15/gal.

Medical facilities:

Hospitals:	
General medical	118
Spec. medical	8 (3 fed.)
Mental facilities	11
Psychiatric	19
Ambulatory surgery units	22
Clinics	25

Advanced education facilities:

Four-year colleges & universities	63
Two-year or junior colleges	75
Vocational & business schools	144

Labor analysis:

Civilian labor force	2,871,200 (11/88)
High-school grads.	70,284 (1987)

For additional labor market information, contact Dept. of Employ. & Training Svcs., 10 N. Senate Ave., Indianapolis, IN 46204, 317/232-7722

Environment controls:

Air & water pollution: Dept. of Environ. Mgt., 105 S. Meridan St., Indianapolis, IN 46202, 317/232-8603

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
INDIANA	5,490.2	5,597.2
Anderson	64.7	60.4
Bloomington	51.6	53.7
Columbus	30.3	NA
East Chicago	39.8	36.9
Elkhart	41.3	45.5
Evansville	130.5	136.3
Fort Wayne	172.2	181.4
Gary	152.0	137.7
Hammond	93.7	86.4
Highland	25.9	NA
Indianapolis	700.8	733.2
Kokomo	47.8	46.4
Lafayette	43.0	44.2
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	41.5
Muncie	77.2	73.2
New Albany	37.1	37.4
Portage	27.4	NA
Richmond	41.3	38.7
South Bend	109.7	107.7
Terre Haute	61.1	56.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Anderson	139.3	131.2
Bloomington	98.4	102.7
*Cincinnati, OH/KY/IN	1,401.4	1,442.9
Elkhart-Goshen	137.3	150.3
Evansville, IN/KY	276.0	284.0
Fort Wayne	354.0	364.8
*Gary-Hammond	642.8	624.3
Indianapolis	1,166.9	1,243.4
Kokomo	103.7	102.0
Lafayette-N. Lafayette	121.7	123.7
Louisville, KY/IN	957.0	968.3
Muncie	128.6	120.9
South Bend-Mishawaka	280.8	241.5
Terre Haute	176.6	132.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA	632.0	41.2	11.67
Gary-Hammond	58.0	NA	NA
Indianapolis	108.4	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA	2,910.9	149.0	5.1
Anderson	61.5	3.6	5.9
Bloomington	67.6	1.8	2.6
Elkhart-Goshen	100.5	5.3	5.2
Evansville	146.2	7.4	5.1
Fort Wayne	206.2	10.5	5.1
Gary-Hammond	267.5	14.7	5.5
Indianapolis	703.4	33.2	4.7
Lafayette-W. Lafayette	70.9	2.4	3.4
Muncie	61.9	2.9	4.7
South Bend-Mishawaka	136.6	6.6	4.8
Terre Haute	60.4	2.7	4.4

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	109.8	NA	NA
MANUFACTURING	633.0	41.8	11.38
DURABLE GOODS	456.0	42.1	11.85
Lumber & wood prods.-SIC 24	23.6	40.7	7.92
Furniture & fixtures-SIC 25	22.5	40.7	7.83
Stone, clay, & glass prods.-SIC 32	20.2	42.2	10.95
Primary metal industries-SIC 33	68.9	43.9	13.90
Fabricated metal products-SIC 34	54.8	42.2	10.58
Machinery, except electrical-SIC 35	65.2	43.6	11.81
Electrical & electronic equip.-SIC 36	120.6	41.0	9.68
Transportation equipment-SIC 37	89.6	41.9	13.67
Instruments & related prods.-SIC 38	16.0	41.2	10.16
Misc. mfg. inds.-SIC 39	10.4	40.5	8.71
Food & kindred prods.	34.2	39.7	9.62

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 3 (Muncie)
Bloomington 4, 14
Columbus 3 (Bloomington)
East Chicago 1, 2, 5, 7, 9 (Chicago, IL)
Elkhart 3, 23
Evansville 3, 4, 11, 14, 19, 20, 28, 31, 35, 36
Fort Wayne 3, 8, 9, 13, 14, 18, 20, 24, 27, 34-36
Gary 2-5, 7, 9 (Chicago, IL)
Hammond 1-5, 7, 9 (Chicago, IL)
Indianapolis 3, 4, 9, 12-16, 18, 20, 22, 24-30, 32, 33, 35, 36
Kokomo 3, 9, 21
Lafayette 3, 4, 9, 14, 24, 36
Marion 3, 4, 9 (Kokomo)

NORTHERN INDIANA

Not Just Real Estate. Real Advantages.

At last – a business environment with all the advantages you need to make your business a success. Easy access to transportation. A highly-skilled workforce. And a superior manufacturing environment. Northern Indiana. Not just real estate. Real Advantages.

Manufacturing is alive and thriving in Northern Indiana, capitalizing on the region's people and resources in a business environment that is second to none.

Take advantage of [illegible] transportation infrastructure...a coast-to-coast interstate highway and rail system...regional and international airports...and the Midwest's only deep-water international harbor. Our central location means that your business will be closer to most major markets.

Our highly-skilled workforce will give your business a competitive advantage. Well-trained and experienced, the people of Northern Indiana are building a better future for themselves. And they can build a better future for your business.

Real resources. Real business opportunities. The Real Advantages of Northern Indiana.

For more information about these advantages, contact:

Economic Development Department
Northern Indiana Public Service Company
5265 Hohman Ave., Hammond, IN 46320
1-800-262-6477

Resource Full

Northern Indiana Public Service Company

Circle 28 on Brochure Service Card

Michigan City 2-4, 9 (South Bend)
Mishawaka 3, 6 (South Bend)
Muncie 4, 9, 14
New Albany 3, 4, 10, 11 (Louisville, KY)
Richmond 3, 4, 9 (Dayton, OH)
South Bend 2, 3, 6, 9, 14, 17, 20, 24, 27, 31, 34-36
Terre Haute 3, 4, 10, 14

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chicago S. Shore & S. Bend R.R.
3. Conrail
4. CSX Transportation, Inc.
5. Elgin, Joliet & Eastern Railway Co.
6. Grand Trunk Western R.R. Co.
7. Indiana Harbor Belt R.R. Co.
8. Norfolk Southern Corp.
9. Norfolk and Western Railway
10. Soo Line Railroad
11. Southern Railway

Airlines

12. Air Canada-Air Toronto
13. American
14. American Eagle
15. American Trans Air
16. Continental
17. Continental Express-Britt Airways
18. Delta
19. Delta Connection-Atlantic Southeast
20. Delta Connection-Comair
21. Direct Air
22. Eastern
23. Midway Connection-Iowa Airways
24. Midway Connection-Midway Commuter-Fischer Bros.
25. Midwest Express
26. Midwest Express-Skyways
27. Northwest
28. Northwest Airlink-Express Airlines I
29. Pan American
30. Southwest Airlines
31. Trans World Express-Air Midwest
32. TWA
33. United
34. United Express-Air Wisconsin
35. USAir
36. USAir Express-Jetstream Intl.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 4e, 3g
Bloomington — 9e, 3g
Columbus — 9e, 3g
East Chicago — 8eg
Elkhart — 4e, 8g
Evansville — 12eg
Fort Wayne — 4e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g, 3g
Kokomo — 9e, 6g
Lafayette — 9e, 3g
Lawrence — 5e
Marion — 4e, 2g, 3g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 4e, 7e, 8g
Muncie — 4e, 3g
New Albany — 9e, 3g
Portage — 8eg
Richmond — 4e, 11e, 10g
South Bend — 4e, 8g
Terre Haute — 9e, 13g

Area Wage Survey

Average straight-time hourly earnings

	Gary Hammond E. Chicago, IN 11/86	Indianapolis 10/88	South Bend 8/86	Louisville, KY/IN 11/86	Kokomo 1/88
Office, professional, & technical					
Payroll clerks	$ 9.78	8.80	7.30	8.03	9.27
Accounting clerks	9.82	7.75	6.73	7.87	8.88
File clerks	NA	5.99	5.16	5.70	NA
Typists	8.44	6.34	NA	6.36	NA
Key entry operators	8.99	7.05	6.33	6.17	9.62
Secretaries	10.34	10.94	9.41	9.82	NA
Stenographers	NA	NA	NA	NA	NA
Switchbd opr-recep'st	6.38	6.32	6.23	6.72	7.23
Word processors	NA	7.60	6.20	NA	9.89
Drafters	11.60	11.99	9.51	13.24	NA
Electronic technicians	14.79	12.23	11.96	10.28	NA
Computer operators	11.03	9.53	8.15	9.13	12.38
Computer programmers	13.46	13.49	11.14	13.13	NA
Computer systems analysts	16.00	17.58	15.20	16.67	NA
Maintenance & powerplant					
Carpenters	13.33	15.35	10.89	13.23	NA
Electricians	14.35	15.58	12.07	14.34	NA
Engineers, stationary	13.13	NA	NA	12.80	16.78
Machinists	14.23	14.28	11.27	13.45	15.27
Mechanics (machinery)	14.24	15.47	10.85	15.20	16.50
Tool & die makers	NA	15.54	NA	NA	NA
Custodial & material movement					
Guards	6.82	6.63	8.27	4.80	NA
Janitors, porters & cleaners	6.57	5.70	7.59	5.71	13.01
Laborers, material handling	6.33	11.07	11.82	9.86	NA
Shippers & receivers	NA	NA	9.70	8.39	NA
Truckdrivers	12.64	11.33	9.90	10.90	14.18
Forklift operators	11.80	11.73	9.54	10.63	14.37

1. Anderson Mun. Lt. & Power Dept.
   550 Baxter Rd., Anderson 46011
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202
3. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
4. Indiana & Michigan Power Co.
   One Summit Sq., Box 60
   Ft. Wayne 46801
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595
   Indianapolis 46206-1595
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Box 9015
   Kokomo 46904-9015
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Light
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
    20 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

Rural utilities contacts:

Hoosier Energy Rural Elec. Co-op, Inc.
Gary Wobler, Dept. Mgr., Mktg. Svcs.
P.O. Box 908, Bloomington 47402
812/876-2021

Indiana & Michigan Power Co.
R.Y. Adams, Eco. Dev. Consultant
One Summit Sq., Box 60
Ft. Wayne 46801
219/425-2153

Indiana Statewide Assn. of RECs, Inc.
Steve Hilton, Econ. Dev. Dir.
P.O. Box 24517, Indianapolis 46214
317/248-9453

Wabash Valley Power Assn.
R. Donald Dexheimer, Mktg. Mgr.
722 N. High School Rd.
Indianapolis 46224
317/247-1596

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	410	31,400
Portland	2,400	109,300
Clays (excl. fire clay)	976	3,691
Gem stones	NA	10
Peat	W	W
Sand & gravel:		
Construction	22,000	71,200
Industrial	290	1,675
Stone:		
Crushed	33,100	120,400
Dimension	191	19,746
Combined value of abrasives, clays (fire clay, 1987-88), gypsum, lime, stone (crushed marl, 1986), and values indicated by symbol W		27,896
Total 1988 (preliminary)		385,320

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

DEVELOPMENT COUNSELORS:

State Development Agency

O'Bannon, Lt. Gov. Frank, Dir.
Indiana Dept. of Commerce
One N. Capital, Suite 700
Indianapolis, 46204
317/232-8888

Areas & Others

Bloomington

Executive Director
Bloomington Econ. Dev. Corp.
116 W. 6th St., 47401
812/336-6381

Wobler, Gary, Dept. Mgr.
Hoosier Energy Rural Elec. Coop.
P.O. Box 908, 47402
812/879-2021

Heinmiller, Joseph
Bus. Innovation Center
South Central Indiana
1821 W. Third St., 47401
812/332-1111

Clinton

O'Conner, James
Clinton County IDC
224 Elm St., 47842
317/832-3545

Evansville

Penfield, Ann, Dir.
Metropolitan Evansville C. of C.
100 N.W. Second St., 47708
812/425-8147

Fort Wayne

Brown, David G., Dir. V.P.
Gtr. Ft. Wayne C. of C.
826 Ewing St., 46802
219/424-1435

Adams, Robert Y., Econ. Dev. Mgr.
Indiana Michigan Power
1 Summit Sq.,
P.O. Box 60, 46801
219/425-2153

Schrock, Lincoln, Dir.
Indiana Northeast Dev.
P.O. Box 11099, 46855

Hammond

Jacobs, Randall C., Dir. Econ. Dev.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
800/262-6477, 219/853-5237

Indianapolis

Butler, Joseph, Mgr. & Corp. Comm.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259

Fowler, Robert D., V.P.
Indiana Chamber of Comm.
One North Capitol, Ste 200, 40204
317/634-6407

Roof, Douglas J., Pres.
Indianapolis Private Ind. Council
32 E. Washington St., 46204
317/639-4441

Louisville

Richardson, Brad, Sr. VP
Gtr. Louisville EDP
One Riverfront Plaza
Louisville, Ky 40202
(502) 566-5038

New Castle

Bogue, Charles R., CID, Pres.
New Castle/Henry Cty.
327 S. 14th St., 47362
317/529-4635

North Vernon

Hicks, Gregory F.
Jennings Cty. Econ. Dev.
Chamber of Commerce
44 Short St., 47265
812/346-2388

Plainfield

Fulford, K. Scott, Econ. Dev. Rep.
Public Service of Indiana
1000 East Main St., 46168
317/838-1954

Richmond

McDermott, Bill, CID, Exec. Dir.
Richmond Econ. Growth & Dev.
50 N. Fifth St., 47374
317/983-7234

South Bend

McMahon, Patrick M., Dir.
Project Future
401 E. Colfax Ave., Ste. 310, 46634
219/234-6590

Westfield

McDermott, Bill, Div. Econ. Dev.
GTE Telephone Operations - North
P.O. Box 407, 46074
(317) 896-6865

MICHIGAN

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- A number of financial incentives in cooperation with communities

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Sales tax	4%
Incorporation fee annual report fee	$50 min.
Franchise fee	$10 min.
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	56
Two-year or junior colleges	45
Vocational & business schools	343

Medical facilities:

Hospitals	216
Clinics	144

Labor analysis:

Civilian labor force 4,580,000 ('88 avg.)
High school graduates... 112,000 (est.)

For additional labor market information, contact: Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

James Henderson, Permit Coord., Mich. Dept. of Natural Resources, P.O. 30028, Lansing, MI 48909, 517/335-4235

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MICHIGAN	9,258.3	9,335.3
Allen Park	34.2	NA
Ann Arbor	107.3	110.6
Battle Creek	35.7	54.4
Bay City	41.6	39.6
Burton	30.0	NA
Dearborn	90.7	85.9
Dearborn Heights	67.7	61.8
Detroit	1,203.3	1,081.3
East Detroit	38.3	NA
East Lansing	48.3	48.6
Farmington Hills	58.1	65.8
Ferndale	26.2	NA
Flint	159.6	145.8
Garden City	35.6	NA
Grand Rapids	181.8	192.4
Highland Park	27.9	NA
Holland	26.3	30.0
Inkster	35.2	NA
Jackson	39.7	38.0
Kalamazoo	79.7	78.1
Kentwood	30.4	NA
Lansing	130.4	130.8
Lincoln Park	45.1	42.9
Livonia	104.8	100.3
Madison Heights	35.4	NA
Midland	37.3	36.9
Muskegon	40.8	40.1
Oak Park	31.5	NA
Pontiac	76.7	72.3
Port Huron	34.0	35.0
Portage	38.2	NA
Roseville	54.3	52.3
Royal Oak	70.9	66.9
Saginaw	77.5	72.8

St. Clair Shores	76.2	73.5
Southfield	75.6	73.9
Southgate	32.1	NA
Sterling Heights	109.0	114.9
Taylor	77.6	71.9
Troy	67.1	68.8
Warren	161.1	151.7
Westland	84.6	81.0
Wyandotte	34.0	NA
Wyoming	59.6	63.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Ann Arbor	264.7	273.8
Battle Creek	141.6	139.5
Benton Harbor	171.3	167.9
*Detroit	4,352.8	4,396.4
Flint	450.0	440.4
Grand Rapids	601.7	665.7
Jackson	151.5	150.0
Kalamazoo	212.4	222.1
Lansing-East Lansing	420.0	437.7
Muskegon	157.6	159.9
Saginaw-Bay City-Midland	422.0	408.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	942.3	43.0	13.70
Ann Arbor	35.0	45.7	14.15
Detroit	468.6	44.0	14.85
Flint	47.3	44.8	17.40
Grand Rapids	100.4	41.1	11.71
Kalamazoo	30.2	43.1	12.61
Lansing-East Lansing	31.8	42.5	15.27
Saginaw-Bay City-Midland	43.4	42.1	15.17

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,759.4	368.5	7.7
Ann Arbor	170.3	8.7	5.1
Battle Creek	67.1	5.4	8.1
Benton Harbor	81.6	6.9	8.4
Detroit	2,273.2	181.9	8.0
Flint	197.0	24.6	12.5
Grand Rapids	379.4	21.9	5.8
Kalamazoo	123.5	6.7	5.5
Lansing-East Lansing	254.3	14.6	5.8
Muskegon	70.3	7.1	10.1
Saginaw-Bay City-Midland	192.5	14.6	7.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/88	Saginaw 11/86
Office, professional, & technical		
Payroll clerks ....$	9.86	9.79
Accounting clerks	8.91	7.78
File clerks	5.83	5.12
Typists	8.06	NA
Key entry operators	7.80	7.14
Secretaries	12.66	11.86
Stenographers	13.50	NA
Switchbd opr-recept's	7.43	5.96
Word processors	10.17	NA
Drafters	14.55	NA
Electronics technicians..	14.94	NA
Computer operators	11.89	7.85
Computer programmers .	14.49	9.38
Computer systems analysts	19.13	16.05
Maintenance & powerplant		
Carpenters	16.11	NA
Electricians	16.24	NA
Engineers, stationary	15.77	NA
Machinists	14.24	NA
Mechanics (machinery)...	16.28	NA
Tool & die makers	16.30	NA
Custodial & material movement		
Guards	7.81	9.34
Janitors, porters, & cleaners	8.45	5.78
Laborers, material handling	11.50	NA
Shippers & receivers	12.57	10.09
Truckdrivers	13.41	11.96
Forklift operators	13.75	NA

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	133.4	39.5	15.74
MANUFACTURING	947.2	43.3	13.43
DURABLE GOODS	723.4	43.8	14.06
Lumber & wood prods.-SIC 24	14.8	39.5	7.78
Furniture & fixtures-SIC 25	33.7	40.7	10.14
Stone, clay, & glass prods.-SIC 32	18.6	45.3	12.06
Primary metal industries-SIC 33	47.0	44.0	13.86
Fabricated metal products-SIC 34	117.4	42.9	13.38
Machinery, except electrical-SIC 35	119.3	44.6	13.42
Electrical & electronic equip.-SIC 36	35.2	43.2	11.81
Transportation equipment-SIC 37	314.1	44.8	15.98
Instruments & related prods.-SIC 38	15.7	40.8	9.56
Misc. mfg. industries-SIC 39	7.6	NA	NA
Food & kindred prods.	44.8	40.7	10.88

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 7 (D)
Ann Arbor 1, 8 (D)
Battle Creek 1, 5 (Kalamazoo)
Bay City 3-5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 3, 7 (D)
Dearborn Heights (D)
Detroit 1-3, 5-7, 9, 11-16, 18-24, 27, 29, 31-36, 38, 39
East Detroit 5 (D)
East Lansing 3, 5 (Lansing)
Ferndale 5 (D)
Flint 3, 5, 12, 17, 25, 27, 28, 31, 38
Garden City (D)
Grand Rapids 1, 3, 5, 10, 11, 17, 19, 26-30, 36, 38
Highland Park 1, 3, 5, 7 (D)
Holland 3 (Grand Rapids)
Inkster 1 (D)
Jackson 1, 12
Kalamazoo 1, 5, 10, 12, 17, 19, 26, 27, 29, 37, 38
Kentwood (Grand Rapids)
Lansing 1, 3, 5, 12, 16, 17, 19, 26, 27, 29, 37, 38
Lincoln Park 1 (D)
Livonia 3 (D)
Madison Heights (D)
Midland 3 (Saginaw)
Muskegon 3, 5, 12, 26, 28, 31
Oak Park (D)
Pontiac 5 (D)
Port Huron 3, 5 (Sarnia, Ont.)
Portage 1 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 3, 5, 16, 17, 28, 29, 36
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 7 (D)
Troy (D)
Warren 1 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 3 (Grand Rapids)

Railroads

1. Conrail
2. CP Rail
3. CSX Transportation, Inc.
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Tuscola & Saginaw Bay Rwy. Co.

Airlines

9. Air Canada-Air Ontario
10. Air Canada-Air Toronto
11. American
12. American Eagle
13. BAS Airlines
14. British Airways
15. Central States Airlines
16. Continental
17. Continental Express-Britt Airways
18. Delta

19. Delta Connection-Comair
20. Direct Air
21. Drummond Island Air
22. Eastern
23. Great Lakes Aviation
24. Midway Airlines, Inc.
25. Midway Connection-Iowa Airways
26. Midway Connection-Midway Commuter-Fischer Bros.
27. Midwest Express
28. Midwest Express-Skyway
29. Northwest
30. Northwest Airlink-Express Airlines
31. Northwest Airlink-Mesaba Aviation
32. Pan American
33. Skycraft Air Trans.
34. Southwest Airlines
35. TWA
36. United
37. United Express—Air Wisconsin
38. USAir
39. USAir Express-Jetstream Intl.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g
Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
900 S. Water St., Bay City 48708
3. Consumers Power Co.
212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
9449 Grinnell Ave., Detroit 4[illegible]
6. Holland Board of Pub. Works
270 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
123 W. Ottawa, Box 13007
Lansing 48901
8. Michigan Consolidated Gas Co.
500 Griswold St., Detroit 48226
9. Michigan Gas Utilities Co.
899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
2915 Lapeer Rd., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
3005 Biddle Ave., Wyandotte 48193

Rural utilities contacts:

Michigan Elec. Co-op Assn.
Michael F. Buda, Comm. Dir.
400 N. Walnut, Lansing 48933
517/484-5022

Wolverine Power Supply Co-op
Ray Towne, Asst. Gen. Mgr.
P.O. Box 369, Boyne City 49712
616/582-6572

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	[illegible]	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	708

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	270	23,600
Portland	5,100	227,600
Clays	1,365	5,082
Gem stones	NA	25
Gypsum	1,773	11,432
Iron ore (usable)—thou. long tons, gross wt.	16,009	W
Lime	724	38,566
Peat	350	6,007
Sand & gravel:		
Construction	40,400	92,300
Industrial	3,350	30,400
Stone:		
Crushed	39,900	120,300
Dimension	7	52
Combined value of bromine, calcium chloride (natural), copper, gold, iron oxide pigments (crude), magnesium compounds, salt, silver, and values indicated by symbol W		993,923
Total 1988 (preliminary)		1,549,287

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Main, Greg, Dir.
Manufacturing Dev. Group
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-0601

Areas & Others

Ann Arbor
Bliss, Robert A.
Huron Center
Swisher Realty Co.
475 Market Place, Ste A., 48108
313/662-0501

Detroit
Woodbury, Greg
MichCon
Eco. Dev. Dept.
500 Griswold St., 48226
313/256-5745

Grand Rapids
Krupp, Charles C., C.I.D.
City of Grand Rapids
Economic Development Office
300 Monroe Avenue, 49503
616/456-3167
Powers, Joseph, Sr. V.P.
Grand Rapids Area C. of C.
17 Fountain St. N.W., 49503
616/459-7221

Jackson
O'Neill, John F., C.I.D., Dir.
Jackson Alliances For Bus. Dev.
133 W. Michigan Ave., 49201
517/788-4455
Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0345

Midland
Bevirt, Joseph L., Exec. Dir.
Midland Cty. Econ. Dev. Corp.
300 Hodd St., 48640
517/839-0340

Mt. Pleasant
Dunn, George W., Exec. Dir.
Middle Michigan Dev. Corp.
111 S. University, 48858
517/772-2858

Port Huron
Patterson, Robert L., Exec. Dir.
Port Huron-St. Clair Cty. Ind. Dev. Corp.
511 Fort St., Ste. 530, 48060
212/982-9511

Three Rivers
Visel, Barry L., Econ. Dev. Consultant
Indiana Michigan Power
100 S. Main Street
P.O. Box 367, 49093
616/279-5261

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Just think what a central geographic location could do for you and your business.

Northern Illinois may not be the center of the universe, but when it comes to transportation, it truly is the hub of the nation.

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Circle 25 on Brochure Service Card

OHIO

STATE INFORMATION:

Financial assistance to industry:
- Tax exempt bonds for land, building, & equipment
- Aid for job training
- Low-interest direct loans for land, buildings, equip., & machinery
- Taxable revenue bonds for all businesses (avail. approx. 4/88)

Tax rates:
- Corporate franchise tax .... 5.82 mills × the corporation's OH new worth; or 5.1% of the 1st $50,000 of OH new income (profits) and 8.9% of OH new income (profits) in excess of $50,000
- Personal income tax .... graduated .743%-6.900%
- Sales Tax .... 5% (state rate)
- Incorporation tax .....based on number of authorized shares. Min. fee is $75.
- Inventory tax........... 28% of true value times millage rate of local taxing district
- Gasoline tax .... $.18/gal.

Advanced education facilities:
- Four-year colleges & universities: 13 state four-year colleges (incl. 2 med. schools) & 30 branch campuses, 71 private universities/colleges
- Two-year or junior colleges 23
- Vocational 58

Medical facilities:
- Hospitals 246
- Clinics .... NA

Labor analysis:
- Civilian labor force....... 5,460,000 (9/89)
- High school graduates 121,844

For additional labor market information, contact: Bureau of Employ. Services, 1160 Dublin Rd., Columbus, OH 43215, 614/481-5783

Environment controls:

Air pollution: Ms. Patricia Walling, Ohio Environ. Protection Agency, Office of Air Pollution Control, 1800 Water Mark Dr., Columbus, OH 43215, 614/481-7000

Water pollution: Mike Tin, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/481-7000

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
OHIO	10,797.4	10,896.1
Akron	237.2	222.0
Alliance	24.3	NA
Barberton	29.8	27.7
Beaver Creek	31.6	NA
Bowling Green	25.7	26.3
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	87.2
Cincinnati	385.5	375.2
Cleveland	573.8	535.6
Cleveland Heights	56.4	54.6
Columbus	564.9	580.8
Cuyahoga Falls	43.7	49.1
Dayton	203.6	179.9
East Cleveland	37.0	NA
Elyria	57.5	58.0
Euclid	60.0	57.0
Fairborn	29.7	NA
Fairfield	30.8	100.9
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	65.4
Kent	26.2	28.9
Kettering	61.2	60.1
Lakewood	62.0	59.2
Lancaster	35.0	35.8
Lima	47.4	47.1
Lorain	75.4	72.6
Mansfield	53.9	51.3
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	33.2
Mentor	42.1	44.0
Middletown	43.7	46.6
Newark	41.2	41.8
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.0
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.7
Steubenville	26.4	NA
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	339.9
Upper Arlington	35.6	NA
Warren	56.6	52.2
Youngstown	115.4	104.4
Zanesville	28.7	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
*Akron	660.3	649.5
Canton	404.4	403.9
*Cincinnati, OH/KY/IN	1,401.4	1,442.7
*Cleveland	1,898.7	1,853.9
Columbus	1,244.0	1,334.9
Dayton-Springfield	942.0	940.0
*Hamilton-Middletown	258.8	280.1
Huntington-Ashland, WV/KY/OH	336.0	330.5
Lima	154.8	158.7
*Lorain-Elyria	274.9	273.4
Mansfield	131.2	129.1
Parkersburg-Marietta, WV/OH	162.8	157.6
Steubenville-Weirton, OH/WV	163.1	151.0
Toledo	617.0	615.6
Wheeling, WV/OH	185.6	175.5
Youngstown-Warren	531.4	508.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,101.8	42.4	12.31
Akron	66.1	42.1	11.61
Canton	40.7	41.8	11.53
Cincinnati	149.7	43.2	11.60
Cleveland	204.4	42.8	12.02
Columbus	103.2	41.6	12.10
Dayton-Springfield	103.7	42.7	13.05
Toledo	60.3	43.1	13.25
Youngstown-Warren	49.6	43.7	14.21

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO	5,513.0	310.2	5.6
Akron	338.5	17.3	5.1
Canton	197.2	11.2	5.7
Cincinnati	801.6	36.1	4.5
Cleveland	960.1	48.1	5.0
Columbus	745.7	35.7	4.8
Dayton-Springfield	496.7	30.4	6.1
Toledo	326.1	20.2	6.2
Youngstown-Warren	230.1	15.1	6.6

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	183.6	39.1	15.01
MANUFACTURING	1,103.1	43.0	12.00
DURABLE GOODS	743.6	43.4	12.41
Lumber & wood prods.-SIC 24	22.0	41.2	7.65
Furniture & fixtures-SIC 25	15.1	41.0	8.96
Stone, clay, & glass prods.-SIC 32	47.8	42.7	10.85
Primary metal industries-SIC 33	99.9	45.1	13.89
Fabricated metal products-SIC 34	133.0	43.1	11.99

Machinery, except electrical-SIC 35	158.7	43.8	12.02
Electrical & electronic equip.-SIC 36	86.3	42.0	11.25
Transportation equipment-SIC 37	141.8	44.6	15.14
Instruments & related prods.-SIC 38	24.3	40.0	9.21
Food & kindred prods.	62.5	42.0	10.62

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 6, 12, 22, 23, 29, 33, 35, 36, 38
Barberton 1, 2, 6 (Akron)
Bowling Green 1 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 6 (Akron)
Cincinnati 1-6, 8, 12, 13, 15, 16, 19, 21, 22, 24, 27, 30-32, 35
Cleveland 1, 2, 4-6, 10, 12, 15, 16, 19-23, 25-27, 29-32, 35, 38
Cleveland Heights (C)
Columbus 1, 2, 4-6, 11-13, 17, 19-24, 26-28, 31, 32, 35, 38
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 11-13, 18, 21, 22, 27, 29, 31, 32, 35, 38
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 1, 6 (C)
Fairborn 1 (Dayton)
Fairfield (Cincinnati)
Findlay 1, 6 (Toledo)

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Area Wage Survey

Average straight-time hourly earnings

		Cincinnati, OH/KY/IN 7/89	Cleveland 9/89	Columbus 10/86	Dayton 12/85	Toledo, OH/MI 12/88
Office, professional, & technical						
Payroll clerks	$	8.65	9.29	7.84	7.13	9.82
Accounting clerks		7.96	8.59	6.89	6.94	8.15
File clerks		5.72	5.90	4.96	6.58	5.68
Typists		6.42	8.71	6.86	7.58	7.89
Key entry operators		7.51	7.71	6.39	6.46	7.04
Secretaries		10.74	10.70	8.99	8.99	10.95
Stenographers		NA	10.02	NA	9.08	NA
Switchbd opr-receptionists		7.38	7.46	6.35	6.04	6.10
Word processors		8.34	8.79	7.19	NA	8.69
Drafters		10.99	11.60	10.36	11.25	11.72
Electronic technicians		13.36	11.33	11.49	11.01	13.26
Computer operators		10.06	10.09	9.03	8.71	9.32
Computer programmers		13.95	14.18	12.08	12.49	12.49
Computer systems analysts		18.08	17.85	16.82	15.44	17.40
Maintenance & powerplant						
Carpenters		13.59	15.96	NA	14.33	NA
Electricians		14.61	15.56	13.69	14.68	14.55
Engineers, stationary		13.96	14.15	13.08	14.69	15.61
Machinists		12.57	13.34	12.35	11.58	14.71
Mechanics (machinery)		13.45	14.88	12.40	13.83	13.75
Tool & die makers		14.78	15.25	14.86	15.03	15.34
Custodial & material movement						
Guards		5.68	5.15	4.97	6.49 •	5.84
Janitors, porters, & cleaners		5.70	10.15	5.00	7.17	6.94
Laborers, material handling		10.41	9.85	9.83	8.79	12.20
Shippers & receivers		9.72	10.16	8.40	9.19	11.72
Truckdrivers		11.94	12.63	11.80	10.51	12.47
Forklift operators		10.34	11.83	9.71	11.53	11.84

OHIO

Garfield Heights (C)
Hamilton 2, 6 (Cincinnati)
Kent 1, 2, 6 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 2 (Columbus)
Lima 2, 3, 6, 9 (Dayton)
Lorain 1, 2, 6 (C)
Mansfield 1, 2, 25
Maple Heights (C)
Marion 1, 2, 6 (Mansfield)
Massillon 1, 2, 6 (Akron)
Mentor 1,6 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 6 (Cincinnati)
Parma 2 (C)
Portsmouth 2, 6 (Huntington, WV)
Sandusky 1, 6 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 1, 3 (Dayton)
Steubenville 1, 6 (Pittsburgh, PA)
Stow (Akron)
Strongsville 2 (C)
Toledo 1-3, 5, 6, 13, 20-22, 29, 31, 33, 35, 38
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 7, 14, 33, 37
Zanesville 2, 6 (Columbus)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Grand Trunk Western R.R. Co.
4. Illinois Central
5. Norfolk Southern Corp.
6. Norfolk and Western Railway
7. Pittsburgh & Lake Erie R.R. Co.
8. Southern Railway
9. Spencerville & Elgin R.R. Co.

Airlines

10. Air Canada-Air Ontario
11. Air Canada-Air Toronto
12. American
13. American Eagle
14. BAS Airlines
15. Carnival Air Lines
16. Central States Airlines
17. Christman Air System
18. Comair
19. Continental
20. Continental Express-Britt Airways
21. Delta
22. Delta Connection-Comair
23. Eastern
24. Enterprise Airlines, Inc.
25. GCS Air Service, Inc.
26. Midway Airlines, Inc.
27. Northwest
28. Northwest Airlink-Express Airlines I
29. Northwest Airlink-Mesaba Aviation
30. Pan American
31. TWA
32. United
33. United Express-Air Wisconsin
34. United Express-Presidential Airways
35. USAir
36. USAir Express-Chautauqua Airlines
37. USAir Express-Crown Airways
38. USAir Express-Jetstream Intl.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9eg
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg, 17g
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g
Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g, 9g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
4. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus 43215
6. Columbus Southern Power Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   910 Dublin Rd., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
   1900 Dryden Rd., Box 1807, Dayton 45401; Courthouse Plaza S.W., Box 1247 Dayton 45401
10. East Ohio Gas Co.
    Box 5759, Cleveland 44101-0759
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308-1890
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Canton 44702
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45802

Rural utilities contacts:

Buckeye Power, Inc.
Floyd E. Patterson
P.O. Box 26036, Columbus 43226-0036
614/846-5757

Columbus Southern Power Co.
B.S. Snyder, Eco. Dev.
215 N. Front St.
Columbus 43215
614/464-7386

Ohio Power Co.
J.G. Kennard, Eco. Dev. Manager
301 Cleveland Ave. SW, P.O. Box 24400
Canton 44701-0400
216/438-7842

Ohio Rural Elec. Co-ops, Inc.
Robert Cleveland, President
P.O. Box 26036
Columbus 43226
614/846-5757

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,500	73,500

Masonry	140	12,100
Clays	3,322	13,679
Gem stones	NA	10
Lime	1,960	94,762
Peat	W	W
Sand & gravel:		
Construction	42,800	147,100
Industrial	1,300	22,900
Stone:		
Crushed	47,300	248,300
Dimension	104	3,137
Combined value of abrasives, gypsum, and values indicated by the symbol W		2,444
Total 1988 (preliminary)		729,996

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Baker, David J., Dir.
Ohio Dept. of Dev.
77 S. High St.
Columbus, 43215
614/466-2480

Areas & Others

Akron
Easley, James P., Bus. Dev. Dir.
Ohio Edison Company
76 So. Main St., 18th Fl., 44308
216/384-5829
Hadley, Joseph, Exec. Dir.
Northeast Ohio Four County
Regional Plng. & Dev.
969 Copley Road, 44320-2992
216/836-5731

Ashtabula
Kepner, Bruce F., Econ. Dev. Rep.
Cleveland Elec. Illuminating Co.
P.O. Box 668, 44004
216/997-3131

Canton
Kennard, J. G., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842

Cincinnati
Keller, Jerry, Area Dev. Mgr.
Cincinnati Gas & Elec. Co.
139 E. 4th St., 45202
513/632-2595

Cleveland
Davis, Arthur D., Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44101
216/348-6444
Plato, William, V.P.
Cleveland Area Dev./Gtr.
Cleveland Growth Assoc.
690 Huntington Bldg., 44115
216/621-3300

Columbus
McCarthy, Michael, C.I.D., V.P.
Columbus Area Chamber of Comm.
37 N. High St., 43215
614/225-6940

Lowry, Andy
American Electric Power
1 Riverside Plz., 43215
614/223-2707
Forsblom, Bob, Dir.
Ind. & Comm. Dev. Dir.
Buckeye Power, Inc.
P.O. Box 26036, 43226-0036
614/846-5757
Snyder, William B., Econ. Dev. Mgr.
Columbus Southern Power
215 N. Front St., 43215
614/464-7388

Dayton
Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930
Pearson, Bruce, Pres.
Dayton Dev. Council
1880 Kettering Tower, 45423-1880
513/226-8222

Hamilton
Landi, Patrick, Dir.
Hamilton Ohio Comm. Dev. Dept.
20 High St., 45011
513/868-5855

Independence
Vosmik, George, Mgr., Econ. Dev.
Centerior Energy
6200 Oaktree Blvd., 44131
216/447-3100

Mentor
Lane, Elaine, Econ. Dev. Coord.
City of Mentor
500 Civic Center Blvd., 44060
216/255-1100

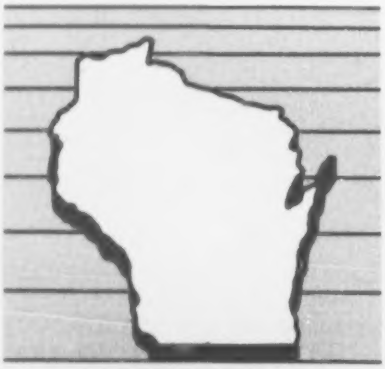
Portmouth
Cawthorne, John W., Pres.
Scioto Econ. Dev. Corp.
P.O. Box 1606, 45662
614/354-7779

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045

Wauseon
Bell, Nelson D., Dir.
Fulton Cty. Econ. Dev.
Fulton Court House, 43567
419/335-4928

Willoughby
Lipscomb, Janice, Eco. Dev. Coord.
City of Willoughby
One Public Square, 44094
216/953-4191

Xenia
Wright, Joy L., Econ. Dev. Coor.
City of Xenia
23 W. Main St., 45385
513/376-7286



WISCONSIN

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:

Corporate income tax	7.9%
Personal income tax	4.9%-6.93%

Rates reduced in 1987. Top rate now 6.93% on net income over $20,000 when filing jointly or more, tax brackets indexed to account for inflation

Capital gains exclusion	60% retained
Sales tax	5%
Property tax (state average)	$27.14/M

All inventories exempt. Machinery and equipment used in production exempt. Waste treatment facilities exempt.

Incorporation tax	$1.25/M
Inventory tax	none
Gasoline tax	20.9¢/gal.

Advanced education facilities:

Four-year colleges & universities	36
Two-year or junior colleges	13
Vocational & business schools	29

Medical facilities:

Hospitals	131
Clinics	NA

Labor analysis:

Civilian labor force (10/89 avg.)	2,625,100
High school graduates	58,428 (1987-88)

For additional labor market information, contact: Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-7034

Environment controls:

Air & water pollution: Permits Coordinator, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

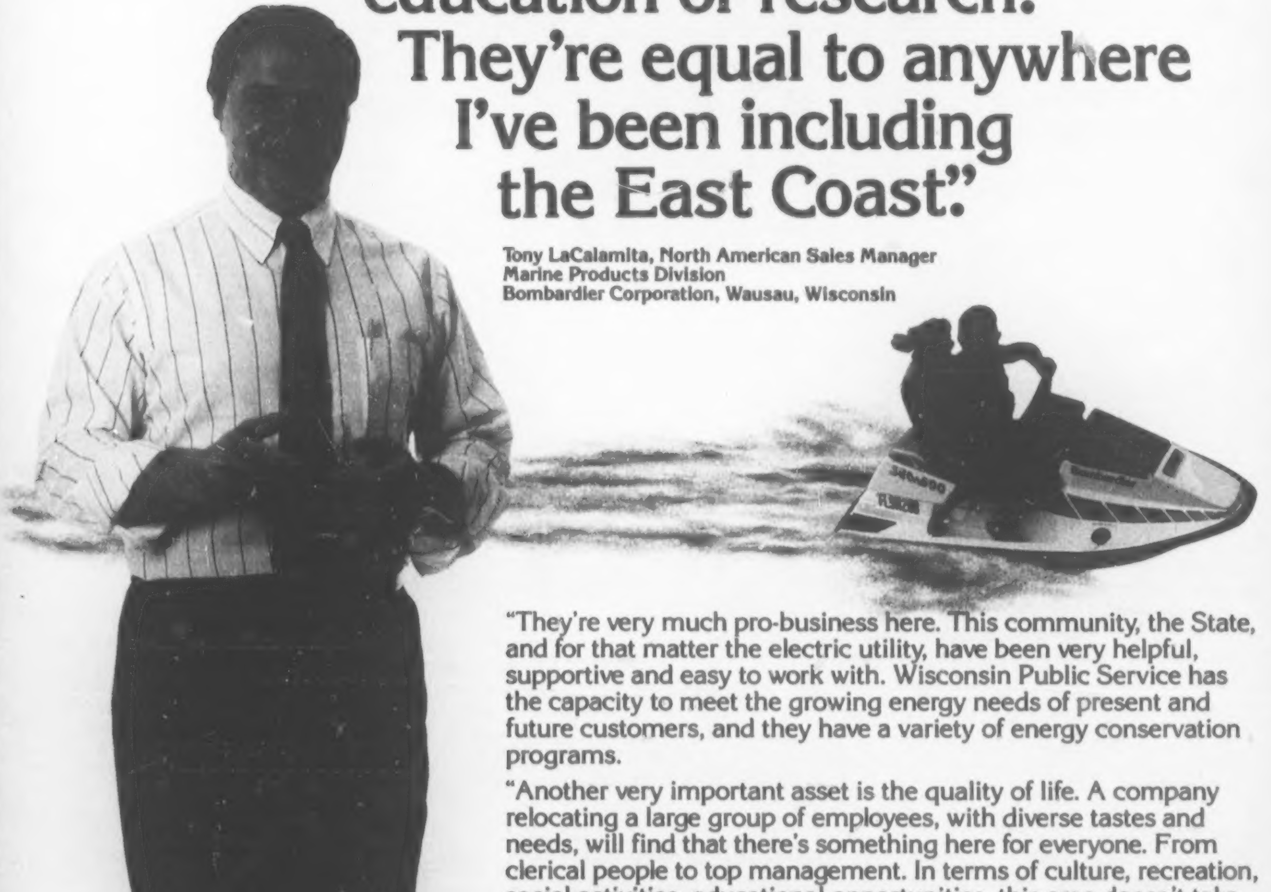
POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WISCONSIN	4,705.3	4,869.6
Appleton	56.0	65.0
Beloit	35.2	34.7
Brookfield	34.0	NA
Eau Claire	51.5	55.5
Fond du Lac	35.9	NA
Green Bay	87.9	95.8
Greenfield	31.5	NA
Janesville	51.1	52.3
Kenosha	77.7	76.0
La Crosse	48.3	49.5
Madison	170.6	179.7
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	605.5
New Berlin	30.5	NA

"The business support services in Central Wisconsin are excellent whether you're talking technology, transportation, education or research. They're equal to anywhere I've been including the East Coast."

Tony LaCalamita, North American Sales Manager
Marine Products Division
Bombardier Corporation, Wausau, Wisconsin



"They're very much pro-business here. This community, the State, and for that matter the electric utility, have been very helpful, supportive and easy to work with. Wisconsin Public Service has the capacity to meet the growing energy needs of present and future customers, and they have a variety of energy conservation programs.

"Another very important asset is the quality of life. A company relocating a large group of employees, with diverse tastes and needs, will find that there's something here for everyone. From clerical people to top management. In terms of culture, recreation, social activities, educational opportunities, this area doesn't take a back seat to anyone.

"The work force that affects our Sea-Doo personal watercraft products has impressed me because they exhibit a lot of integrity and that's one of our guiding principles as a company. When we have a goal to accomplish, they take it personally. It's truly a family atmosphere.

"I think that any company considering relocating or expanding is missing the boat if they don't take a hard look at Wisconsin."

For a free package of information about the advantages of doing business in Central Wisconsin, contact:

WISCONSIN PUBLIC SERVICE CORPORATION

Theodore J. Penn — Director, Economic Development
P.O. Box 19001 Dept. 44K
Green Bay, WI 54307-9001 • (414) 433-1627
Out of State Call Toll Free: 1-800-558-1807

PARTNERS IN REGIONAL INDUSTRIAL DEVELOPMENT

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Oshkosh	49.7	52.2
Racine	85.7	83.0
Sheboygan	48.1	47.9
Superior	29.6	27.1
Waukesha	50.3	54.3
Wausau	32.4	33.8
Wauwatosa	51.3	49.7
West Allis	64.0	64.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Appleton-Oshkosh-Neenah	291.3	313.5
Duluth, MN/WI	266.7	245.8
Eau Claire	130.5	139.7
Green Bay	175.3	191.9
Janesville-Beloit	139.4	138.1
*Kenosha	123.1	121.9
La Crosse	91.1	96.2
Madison	323.5	352.0
*Milwaukee	1,397.1	1,401.3
Minneapolis-St. Paul, MN/WI	2,137.0	2,377.2
*Racine	173.1	176.1
Sheboygan	100.9	103.3
Wausau	111.3	113.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	554.7	41.6	10.83
Appleton-Oshkosh	52.7	43.5	11.83
Eau Claire	11.9	43.4	10.91
Green Bay	26.4	42.0	11.62
Janesville-Beloit	17.4	39.8	12.57
Kenosha	9.7	40.6	11.47
La Crosse	11.1	42.1	9.25
Madison	24.7	41.6	10.01
Milwaukee	176.0	41.4	11.57
Racine	26.2	40.2	11.12
Wausau	14.3	43.1	10.37

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN	2,647.8	106.4	4.0
Appleton-Oshkosh-Neenah	176.6	6.7	3.8
Eau Claire	75.8	3.0	4.0
Green Bay	112.5	4.3	3.8
Janesville-Beloit	73.9	3.8	5.1
Kenosha	54.9	4.2	7.7
La Crosse	61.2	2.0	3.3
Madison	229.5	5.9	2.6

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/86	Milwaukee 5/89	Minneapolis St. Paul, MN/WI 2/88
Office, professional, & technical			
Payroll clerks $	7.94	8.91	8.46
Accounting clerks	7.66	8.20	8.11
File clerks	NA	6.35	5.85
Typists	NA	7.57	6.72
Key entry operators	6.47	7.53	6.84
Secretaries	8.80	10.75	9.66
Stenographers	NA	10.28	9.91
Switchbd opr-recept's	5.65	7.13	7.05
Word processors	5.85	8.09	8.16
Drafters	NA	12.42	11.84
Electronics technicians	NA	14.32	13.39
Computer operators	8.84	10.35	9.68
Computer programmers	10.62	13.99	13.81
Computer systems analysts	12.81	18.86	17.19
Maintenance & powerplant			
Carpenters	NA	14.73	14.73
Electricians	13.65	16.51	15.65
Engineers, stationary	NA	15.12	14.18
Machinists	13.12	17.39	15.24
Mechanics (machinery)	12.99	13.55	13.87
Tool & die makers	NA	15.64	15.80
Custodial & material movement			
Guards	NA	5.69	6.59
Janitors, porters, & cleaners	5.34	5.41	6.21
Laborers, mat'l handling	9.44	10.03	10.70
Shippers & receivers	9.23	8.15	9.14
Truckdrivers	11.52	12.96	12.72
Forklift operators	10.64	12.16	11.99

Here's An Expansion Idea That'll Really Move You.

If you're considering expansion, consider Wisconsin's growing business reputation:

- Wisconsin has the fastest growing manufacturing base among the Great Lakes states.
- Business taxes remain among the lowest in the nation.
- Personal income taxes have been reduced.
- Inheritance taxes are being phased out.

Add to that our responsive government, low-cost energy sources, highly productive work force and first-rate educational system, and you'll see why Wisconsin is an ideal site for growth.

For more information on how we can help with your expansion plans, contact Paul Juhnke, V.P., Forward Wisconsin, Inc., 633 W. Wisconsin, Suite 1001, Milwaukee, WI 53203 or call him at (414) 223-3999.

Forward Wisconsin

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WISCONSIN

Milwaukee	781.5	30.4	3.9
Racine	93.6	4.5	4.8
Wausau	64.5	2.4	3.8

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	71.5	NA	NA
MANUFACTURING	550.6	41.7	10.64
DURABLE GOODS	338.6	42.1	10.75
Lumber & wood prods.-SIC 24	28.3	40.4	7.99
Furniture & fixtures-SIC 25	11.6	43.0	8.35
Stone, clay, & glass prods.-SIC 32	9.1	46.0	9.58
Primary metal industries-SIC 33	21.9	44.4	10.34
Fabricated metal products-SIC 34	57.4	41.3	10.17
Machinery, except electrical-SIC 35	107.3	43.0	11.63
Electrical & electronic equip.-SIC 36	47.4	40.5	10.29
Transportation equipment-SIC 37	32.1	42.2	14.77
Instruments & related prods.-SIC 38	12.8	41.5	9.14
Misc. mfg. industries-SIC 39	9.9	NA	NA
Food & kindred prods.	62.5	40.4	9.81

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 2, 9, 22-24, 26, 31
Beloit 2, 8 (Janesville)
Brookfield 8 (Milwaukee)
Eau Claire 2, 9, 22, 23, 26
Fond du Lac 2, 9 (Oshkosh)
Green Bay 2, 4, 9, 10, 12, 18, 21, 23, 24, 26, 31
Greenfield 8 (Milwaukee)
Janesville 2, 8, 13
Kenosha 2 (Milwaukee)
La Crosse 1, 2, 8, 12, 23, 24, 31
Madison 2, 8, 10-12, 21-24, 28-30
Manitowoc 2, 3, 9, 19
Menomonee Falls (Milwaukee)
Milwaukee 2, 5, 9, 11-18, 20-24, 26, 27, 29, 30, 32
New Berlin 2 (Milwaukee)
Oshkosh 2, 9, 21, 31
Racine 2, 8 (Milwaukee)
Sheboygan 2 (Green Bay)
Superior 1, 2, 8, 9 (Duluth, MN)
Waukesha 2, 9 (Milwaukee)
Wausau 2, 9 (12, 24, 25, 31 through Central Wisconsin)
Wauwatosa 2, 8 (Milwaukee)
West Allis 2, 8 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western Trans. Co.
3. CSX Transportation, Inc.
4. Escanaba & Lake Superior R.R. Co.
5. Grand Trunk Western R.R. Co.
6. Illinois Central
7. Milwaukee Road
8. Soo Line Railroad Co.
9. Wisconsin Central Ltd.

Airlines

10. Air Canada-Air Toronto
11. American
12. American Eagle
13. Apex Airlines
14. Continental
15. Delta
16. Delta Connection-Comair
17. Eastern
18. Enterprise Airlines
19. Great Lakes Aviation
20. Midway Airlines, Inc.
21. Midway Connection-Midway Commuter-Fischer Bros.
22. Midwest Express
23. Midwest Express-Skyway
24. Northwest
25. Northwest Airlink
26. Northwest Airlink-Express Airlines 1
27. Northwest Airlink-Mesaba Aviation
28. Trans World Express-Trans States Airlines
29. TWA
30. United
31. United Express-Air Wisconsin
32. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 4g, 10g
Manitowoc — 2e, 11e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., Box 1231, Madison 53701-1231
2. Manitowoc Public Utilities
   1303 S. 8th St., Box 1090, Manitowoc 54221-1090
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   222 W. Washington Ave., Madison 53703
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Box 519, Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046, Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Box 970, Manitowoc 54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee 53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53403
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192, Madison 53701
11. Wisconsin Public Service Corp.
    700 N. Adams St., Box 19001, Green Bay 54307

Rural utilities contacts:

Dairyland Power Co-op
Robert Williams, Mktg. & Area Rltns. Dir.
P.O. Box 817, LaCrosse 54602-0817
608/788-4000

Wisconsin Elec. Co-op Assn.
Leroy L. Rose, Gen. Mgr.
Box 686, Madison 53701
608/273-0420

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	15
Lime	476	26,299
Peat	10	W
Sand & gravel:		
Construction	24,400	74,200
Industrial	1,345	15,700
Stone:		
Crushed**	28,600	107,000
Dimension	50	6,200
Combined value of abrasives, cement (1986-87), stone (crushed traprock, 1987-88), and values indicated by symbol W		1,630
Total 1988 (preliminary)		231,044

* thousand short tons
** excluding crushed traprock
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Mauer, Bruno, Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Justice Bldg.
Madison, 53707
608/266-1018

Areas & Others

Baraboo
Ehrfurth, Paul W., Exec. Dir.
Sauk Cty. Dev. Corp.
124 2nd St., P.O. Box 33, 53913
608/356-3133

Eau Claire
Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
505 Dewey St., S. 54701
715/834-0070
Chasteen, Jerry, Exec. Dir.
West Central Wisconsin Reg. Plng. Comm.
124½ Graham Ave., 54701
715/836-2918

Fond du Lac
Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
207 N. Main St.
P.O. Box 1303, 54935
414/929-2928

Green Bay
Penn, Theodore, Dir. Econ. Dev.
Wisconsin Public Service Corp.
P.O. Box 19001, 54307-9001
414/433-1627

Kenosha
Bechler, John, Dir.
Office of Kenosha Area Econ. Dev.
812 56th St., 53141
414/654-2167

Madison
Wegenke, Rolf, Admin.
Div. of Eco. Dev.
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970, 53707
608/266-1386
Director
Wisconsin Power & Light
222 W. Washington Ave., 53701
608/252-3251

Milwaukee
Juhnke, Paul, VP
Forward Wisconsin, Inc.
633 W. Wisconsin
Suite 1001, 53203
414/223-3999

Pleasant Prairie
Franke, Jerold P., V.P.
WISPARK Corporation
11620-88th Ave., 53158-0180
414/694-9904

Sheboygan
Wilson, Scott
Sheboygan Dev. Corp.
P.O. Box 687, 53082
414/457-9491

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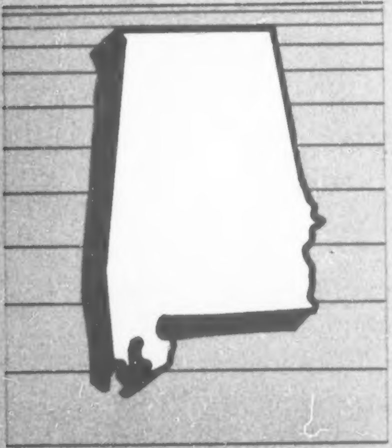

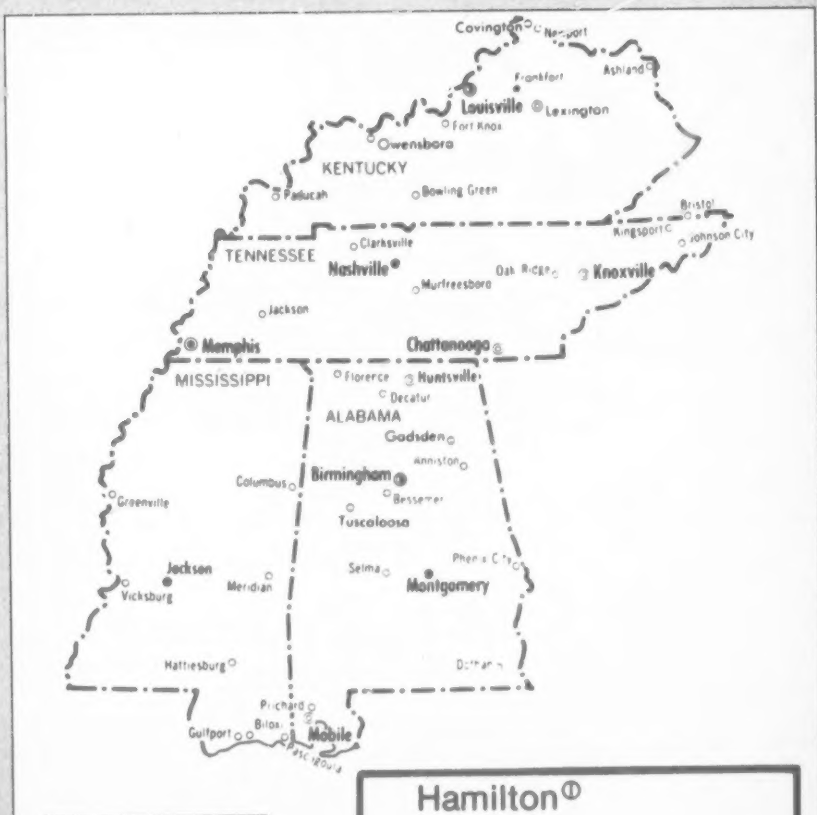

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ALABAMA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives:
  - Business inventory exempt from all taxes
  - Franchise tax exemption
  - Property tax exemptions
  - Certain other local tax exemptions
  - Ad valorem tax exemptions—incl. plant machinery, equip., fuel
- Bond financing for bldgs., land, & equip.
- Bond financing for pollution control and exemption for amount invested in the control, reduction or elimination of air & water pollution.
- Site grant programs
- Block grant programs
- Jobs Tax Credit Program (Enterprise Zones)
- Aid for job training (Job Training Partnership Program)
- Employee training through Alabama Industrial Development Training Program
- Sales & use tax exemptions on building materials, machinery & equipment where financed with industrial development bonds
- Free employee training through AIDT
- Enterprise zones

Tax rates:

- Corporate income tax ....5% (fed. tax deductible)
- Personal income tax graduated to 5%
- Sales & Use tax ....4% (mining, mfg., & farm equip. 1½%)
- General property tax .... assessment

value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)

Corporate organization tax ....$50 filing articles, $100 merger for domestic. $70 + .1% of employed capital over $1,000 for foreign

Franchise tax (if not exempt)..........$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign

Inventory tax.................................. none

Gasoline tax .... $.11/gal.

Diesel .... $.12/gal.

Advanced educational facilities:

Four-year colleges & universities.....29 (+ 5 branch campuses)

Two-year or junior colleges 25

Vocational technical colleges .... 20 (public)

Medical facilities (licensed):

Hospitals (acute care) 134

Special hospitals 21

Nursing homes.................................225

Domiciliary medical 148

Maternity homes 5

Cerebral palsy 1

Rehabilitation clinics..........................15 (6 hosps. with rehab. units, 3 self-standing rehab. hosps.)

Abortion clinics....................................9

Renal disease clinics 36

HMOs 8

Independent clinical labs................110

Surgical centers.................................18

Labor analysis:

Civilian labor force......1,887,000 (1988) For additional labor market information, contact: Dept. of Ind. Relations, 649 Monroe St., Montgomery, AL 36130, 205/242-5461

Environment controls:

Air & water pollution: Mr. Leigh Pegues, Dir., Dept. of Environ. Mgt. (one-stop permitting), 1751 Federal Dr., Montgomery, AL 36130, 205/271-7700

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1986
	—Thousands—	
ALABAMA	3,890.1	4,165.3
Anniston	29.5	30.5
Auburn	28.5	NA
Bessemer	31.7	32.2
Birmingham	284.4	282.9
Decatur	42.0	47.4
Dothan	48.8	55.6
Florence	37.0	36.8
Gadsden	47.6	46.4
Huntsville	142.5	169.4
Mobile	200.5	209.9
Montgomery	178.2	196.7
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	76.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Anniston	116.9	125.3
Birmingham	884.0	934.9
Columbus, GA/AL	239.2	256.2
Decatur	90.2	102.6
Dothan	122.4	133.0
Florence	135.0	140.0
Gadsden	103.1	104.0
Huntsville	197.0	242.0
Mobile	442.8	488.1
Montgomery	272.7	305.8
Tuscaloosa	137.5	147.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA	386.4	41.5	9.15
Birmingham	57.9	41.5	9.23
Mobile	25.2	42.3	11.18

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA	1,952.1	125.9	6.4

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It's Alabama's big city. A growing Sunbelt center of business, finance, industry and medical technology. It's also the city with the Southeast's most diversified economy.

Birmingham is the heart of the South, offering a wealth of parks, sites and buildings for business, as well as a growing network of public/private partnerships. It's the home of the University of Alabama Hospital, one of the top three medical centers in the United States.

Birmingham's five-county metropolitan area affords you a pleasantly mild climate and an abundance of cultural and educational opportunities. It's a place where the comfortable mix of urban and rural combine for a quality of life that's ideal for growing a business and raising a family.

If you're looking for an ideal place to relocate or expand, set your sights higher. Set them on Birmingham.

For more information, write or call:

Birmingham Metropolitan Development Board

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NAIDA will send you facts and figures on the twelve county North Alabama area free of charge.

Contact us at:
North Alabama Industrial Development Assn.
P.O. Box 1668 • Decatur, AL 35602 • 205/353-9450
"Representing the TVA Electric Power Distributors for 40 years."
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Birmingham	454.3	24.1	5.3
Huntsville	140.7	6.7	4.8
Mobile	212.3	16.3	7.7
Montgomery	139.1	8.4	6.1
Tuscaloosa	74.5	3.6	4.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Huntsville 2/89	Mobile 7/88
Office, professional, & technical		
Payroll clerks	$ 7.55	7.59
Accounting clerks	7.59	6.88
File clerks	NA	NA
Typists	5.71	NA
Key entry operators	8.29	6.53
Secretaries	9.18	9.40
Switchbd opr-recept's	6.30	5.96
Word processors	7.44	NA
Drafters	10.09	9.99
Electronic technnicians	9.61	12.21
Computer operators	9.50	8.59
Computer programmers	12.65	12.60
Computer systems analysts	17.21	16.91
Maintenance & powerplant		
Carpenters	13.03	14.23
Electricians	14.40	12.54
Engineers, stationary	14.36	NA
Machinists	15.20	13.68
Mechanics (machinery)	14.54	NA
Tool & die makers	14.67	NA
Custodial & material movement		
Guards	4.29	NA
Janitors, porters, & cleaners	5.60	4.76
Laborers, mat'd hdlg	NA	NA
Shippers & receivers	7.81	7.35
Truckdrivers	9.84	8.01
Forklift operators	10.92	10.00

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	77.4	NA	NA
MANUFACTURING	379.0	41.4	9.01
DURABLE GOODS	184.4	42.4	9.52
Lumber & wood prods.-SIC 24	30.4	42.3	7.15
Stone, clay, & glass prods.-SIC 32	10.2	44.4	8.96
Primary metal industries-SIC 33	27.0	43.9	11.35
Fabricated metal products-SIC 34	21.4	41.6	8.76
Machinery, except electrical-SIC 35	26.8	44.3	9.45
Electrical & electronic equip.-SIC 36	20.4	41.1	8.46
Transportation equipment-SIC 37	29.5	42.2	13.26
Food & kindred prods.	32.2	39.3	6.84

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 3, 6, 12
Auburn 3 (Columbus, GA)
Bessemer 3, 6 (Birmingham)
Birmingham 2-6, 8, 11, 13, 15, 17-21
Decatur 3, 6 (Huntsville)
Dothan 1, 3, 6, 12, 14, 16
Florence 3, 6 (12, 16 through Muscle Shoals)
Gadsden 3, 6, 12
Huntsville 3, 6, 8, 11-15, 19, 20
Mobile 2-8, 10, 11, 13, 15, 20
Montgomery 3, 6, 9, 11, 12, 14, 16
Phenix City 6 (Columbus, GA)
Prichard 4 (Mobile)
Selma 3, 6 (Montgomery)
Tuscaloosa 6, 7, 9, 12

Railroads

1. Atlanta & Saint Andrews Bay Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Illinois Central
5. Norfolk Southern Corp.
6. Southern Railway
7. South Rail Corp.

Airlines

8. American
9. American Eagle
10. Continental Express-Britt South
11. Delta
12. Delta Connection-Atlantic Southeast
13. Eastern
14. Eastern Express-Metro
15. Northwest
16. Northwest Airlink-Express Airlines 1
17. Southwest Airlines
18. Trans World Express-Air Midwest
19. United
20. United Express-Presidential Airways
21. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg, 3g, 8g, 9g
Gadsden — 2e, 1g
Huntsville — 10eg
Mobile — 2e, 11g
Montgomery — 2e, 1g
Phenix City — 2e, 1g, 12g
Prichard — 2e, 11g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   2101 6th Ave. N., Birmingham 35203

2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities (Electric)
   P.O. Box 2232, Decatur 35602
   Decatur Utilities (Gas)
   110 Johnson St., S.E., Decatur 35601
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity Dept.
   110 W. College, Box 877, Florence 35631
   Florence Gas Dept.
   650 Rickwood Rd., Florence 35630
8. Graysville Municipal Gas System
   246 So. Main St., Graysville 35073
9. Hardin County Gas Co.
   Tennessee River Development Co.
   P.O. Box 357, Florence 35631
10. Huntsville Utilities
    P.O. Box 2048, Huntsville 35804
11. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
12. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
13. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

Rural utilities contacts:

Alabama Elec. Co-op, Inc.
Jim Brook, Mktg. Dir.
P.O. Box 550, Andalusia 36420
205/222-2571

Alabama Rural Elec. Assn.
Dall Gibbs, EVP
P.O. Box 7120, Montgomery 36107
205/262-8387

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Masonry	270	16,350
Portland	3,700	169,200
Clays (excl. bentonite)	2,146	16,259
Gem stones	NA	7
Lime	1,399	59,270
Sand & gravel:		
Construction	11,100	32,200
Industrial	595	5,200
Stone:		
Crushed	30,000	142,000
Dimension	W	W
Combined value of bauxite, clays (bentonite), salt, stone (dimension, 1987-88), and values indicated by symbol W		12,004
Total 1988 (preliminary)		452,490

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Braswell, II, Fred, Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048
1-800-248-0033 (toll free)

Areas & Others

Andalusia
Wyatt, Victor, C.I.D.
Alabama Electric Co-op, Inc.
P.O. Box 550, 36420
205/222-2571

Birmingham
Barber, Bill, Director
Alabama Gas Corp.
2101 Sixth Ave. North, 35203
205/326-2678
Executive Director
Metropolitan Develop. Board
Suite 800
2027 First Ave., North, 35203
205/328-3047
McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Decatur
Washburn, J.R., Exec. Dir.
North Alabama IDA
P.O. Box 1668, 35602
205/353-9450

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan Area Cham. of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 408, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty., Inc.
P.O. Box 408, 35804
205/535-2000

Montgomery
George, Randall L., C.I.D., Gen. Mgr.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

Selma
Miller, Calvin L., Exec. Dir.
Selma, Dallas Cty Econ. Dev. Auth.
P.O. Drawer D, 36702
205/875-8365

KENTUCKY

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, equipment, pollution control
- Recruiting, testing, & job placement services

Tax rates:

Corporate income tax	3.0%-7.25%
Personal income tax	2%-6%
Sales tax	5%
Incorp. tax	$0.002 to $.01 per share
Franchise tax	$0.0021
Inventory tax	$.001 per $100 ($.001 per $100 + local on finished goods only)
Gasoline tax	14% of wholesale prices

Advanced educational facilities:

Four-year colleges & universities	25
Two-year or junior colleges	18
Business colleges (pvt.)	8
Seminaries	4
Vocational schools	102

Medical facilities

Hospitals	130
Specialized health clinics	13

Labor analysis:

Civilian labor force	1,686,000 (1987 avg.)
High school graduates	38,500 (5/85)

For additional labor market information, contact: Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

Environment Controls:

Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, KY 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
KENTUCKY	3,661.4	3,773.2
Ashland	27.1	25.8
Bowling Green	40.5	42.9

KENTUCKY

Covington	49.0	46.1
Frankfort	26.0	NA
Hopkinsville	27.3	30.4
Lexington-Fayette	204.2	220.6
Louisville	298.5	283.9
Owensboro	54.5	57.4
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
*Cincinnati, OH/KY/IN	1,401.4	1,442.7
Clarksville-Hopkinsville, TN/KY	150.2	159.2
Evansville, IN/KY	276.0	284.0
Huntington-Ashland, WV/KY/OH	336.0	330.5
Lexington-Fayette	318.1	344.1
Louisville, KY/IN	957.0	968.3
Owensboro	85.9	87.9

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	282.4	39.7	10.35
Lexington-Fayette	34.9	40.5	[illegible].07
Louisville	87.6	40.3	11.76

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY	1,713.9	87.5	5.1
Lexington-Fayette	201.3	6.2	3.1
Louisville	507.7	22.7	4.5
Owensboro	44.0	2.6	5.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Louisville, KY/IN 11/86
Office, professional, & technical	
Payroll clerks	$ 8.03
Accounting clerks	7.87
File clerks	5.70
Typists	6.36
Key entry operators	6.17
Secretaries	9.82
Switchbd opr-recept's	6.72
Drafters	13.24
Electronics technician	10.28
Computer operators	9.13
Computer programmers	13.13
Computer systems analysts	16.67
Maintenance & powerplant	
Carpenters	13.23
Electricians	14.34
Engineers, stationary	12.80
Machinists	13.45
Mechanics (machinery)	15.20
Custodial & material movement	
Guards	4.80
Janitors, porters, & cleaners	5.71
Laborers, mat'l hdlg	9.86
Shippers & receivers	8.39
Truckdrivers	10.90
Forklift operators	10.63

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	62.9	NA	NA
MANUFACTURING	274.2	40.5	10.15
DURABLE GOODS	147.4	41.3	10.75
Lumber & wood prods.-SIC 24	10.9	41.1	7.33
Furniture & fixtures-SIC 25	5.0	40.3	7.29
Stone, clay, & glass prods.-SIC 32	9.8	42.7	9.79
Primary metal industries-SIC 33	17.0	42.1	13.02
Fabricated metal products-SIC 34	16.2	42.0	9.68
Machinery, except electrical-SIC 35	32.1	40.8	10.45
Electrical & electronic equip.-SIC 36	29.7	39.6	11.37
Transportation equipment-SIC 37	17.9	45.0	13.65
Instruments & misc. mfg.-SIC 38	NA	NA	NA
Food & kindred prods.	19.7	41.0	9.81

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 3 (Huntington, WV)
Bowling Green 3 (Nashville, TN)
Covington 3 (Cincinnati, OH)
Frankfort 3 (Lexington)
Hopkinsville 3 (Nashville, TN)
Lexington-Fayette 3, 7, 10-12, 16, 17, 19-21
Louisville 1-14, 17, 18, 20, 21
Owensboro 3, 10, 15
Paducah 5, 10, 15, 16

Railroads

1. Burlington Northern
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Paduch & Louisville Railway
6. Soo Line Railroad
7. Southern Railway

Airlines

8. Air Canada-Air Toronto
9. American
10. American Eagle
11. Delta
12. Delta Commuter-Comair
13. Eastern
14. Northwest
15. Northwest Airlink-Express Airlines 1
16. Trans World Express-Air Midwest
17. TWA
18. United
19. United Express-Air Wisconsin
20. USAir
21. USAir Express-Jetstream Intl.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

1. Bowling Green Mun. Elec. Div.
   801 Center St., Box 10300, Bowling Green 42102-4300
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Box 544
   Hopkinsville 42240
5. Inland Gas Co.
   P.O. Box 1180, Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428
   Ashland 41101
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., Box 32010
   Louisville 40232
9. Owensboro Municipal Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah
    42001
11. Western Kentucky Gas Co.
    Atmos Energy Corp. Box 650205,
    Dallas TX 75265-0205

Rural utilities contacts:

Big Rivers Elec. Co-op
Hayden Timmons
P.O. Box 24, Henderson 42420
502/827-2561

East Kentucky Power Corp.
James J. Coleman, Ind. Dev. Mgr.
P.O. Box 707, Winchester 40391
606/744-4812

Kentucky Assn. of Elec. Co-ops
Ron Sheet, Pres.
4515 Bishops La., P.O. Box 32170
Louisville 40232
502/451-2430

Kentucky Power Co.
A.V. Rash
1701 Central Ave., Box 1428
Ashland 41101
606/327-1244

Massachusetts
$183,300

Pennsylvania
$131,900

Virginia
$128,000

Illinois
$103,000

Georgia
$98,100

Kentucky
$92,400

Why More And More Businesses Are Making Their Home In Kentucky.

As you can see, living in Kentucky is a bargain. But what makes Kentucky a real value is not just our cost of living, but our quality of living.

Here you're surrounded by natural beauty. With 44 state parks to help you enjoy it. Plus, an exceptional wealth and diversity of cultural, social and entertainment opportunities.

To find out more about the advantages of making your home in Kentucky, write the Cabinet for Economic Development, Capitol Plaza Tower, Frankfort, KY 40601, or call 1-800-626-2930 (in KY 1-800-633-2007).

KENTUCKY
Open for Business

Wallace G. Wilkinson, Governor

Source: WEFA 1988 Statistics

Circle 32 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan	Temp. F Jul	Degree Days Heating	Degree Days Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	885	3,409
Gem stones	NA	3
Sand & gravel:		
Construction	6,600	15,600
Stone (crushed)	43,800	174,800
Zinc	W	W
Combined value of cement, clays (ball and fire, 1986/88), lime, sand and gravel (industrial), stone (crushed sandstone), zinc 1986, and values indicated by symbol W		109,758
Total 1988 (preliminary)		303,570

* thousand short tons
** excludes ball and fire days
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Smith, Mitchell, Exec. Dir.
Office of Industrial Development
Kentucky Cabinet for Eco. Dev.
Capitol Plz. Tower
Frankfort, 40601
502/564-7140

Areas & Others

Ashland
Rash, A. V., Econ. Dev. Mgr.
Kentucky Power Co.
1701 Central Ave., 41101
606/327-1244

Covington
West. James F., Jr., C.I.D., Exec. Dir.
Tri-Cty. Econ. Dev. Corp.
Gtrr. Cincinnati Airport
P.O. Box 17246, 41017
606/341-0870

Fulton
Martin, Kay, Exec. Dir.
Fulton-So. Fulton C of C
Main St., 42041
502/236-2961

Henderson
Perry, B.L., Gen. Mgr.
Henderson Municipal Power & Light
P.O. Box 8, 42420
502/826-2726

Hickman
Everett, James M., Cty. Judge/Exec.
Fulton County
2004 Bypass
Cty. Office Bldg., 42050
502/236-2594/3480
McKinnis, Dan, Exec. Dir.
Visions Development, Inc.
1013 Moscow Ave., 42050
502/236-3566/3335

Louisville
Richardson, Brad, Sr. VP
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5038
Burke, Patricia S., Supr., P.R.
Louisville Gas & Electric Co.
311 West Chestnut Street
502/627-2501
Gudell, Howard A., Exec. Dir.
Louisville-Jefferson Cty.
515 W. Market Street,
Ste. 650, 40202
502/587-3051

Winchester
Coleman, Jim, Ind. Dev. Dir.
East Kentucky Power Coop.
P.O. Box 707
606/744-4812

MISSISSIPPI

STATE INFORMATION:

Financial assistance to industry:

- General obligation bonds
- Industrial revenue bonds
- Mississippi business investment act
- Mississippi Business Finance Corporation
- Mississippi Seed Capital Corporation
- Mississippi Major Economic Impact Authority
- Industrial access road program
- Economic Development Highway Fund
- Foreign Trade Zone

Tax rates:

Corporate income tax	3%-5%
Personal property tax	5-year exemption for qualifying businesses
Sales tax	up to 6%
Franchise & incorp. tax	$2.50/$1,000
Inventory tax	15% assessed FMV, 30% motor vehicles & utilities (except railroads), 10% owner-occupied residential props.
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	19
Post-secondary schools	15

Medical facilites:

Hospitals	128 (approx.)
Clinics	NA

Labor analysis:

Civilian labor force	1,144,000
High-school grads	27,896 (1987-88) (1990 proj.)

For additional labor market information, contact: Employ. Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson, MS 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 39289-0385, Jackson, MS 39204, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
MISSISSIPPI	2,520.6	2,667.4
Biloxi	49.3	48.7
Columbus	27.4	NA
Greenville	40.6	40.3
Gulfport	39.7	43.2
Hattiesburg	40.8	40.9
Jackson	202.9	209.1
Meridian	46.6	44.3
Pascagoula	29.3	31.2
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Biloxi-Gulfport	191.9	205.0
Jackson	362.0	402.5
Memphis, TN/AR/MS	912.9	981.2
Pascagoula	118.0	129.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI		
242.9	39.9	8.04
JACKSON		
21.2	40.0	9.08

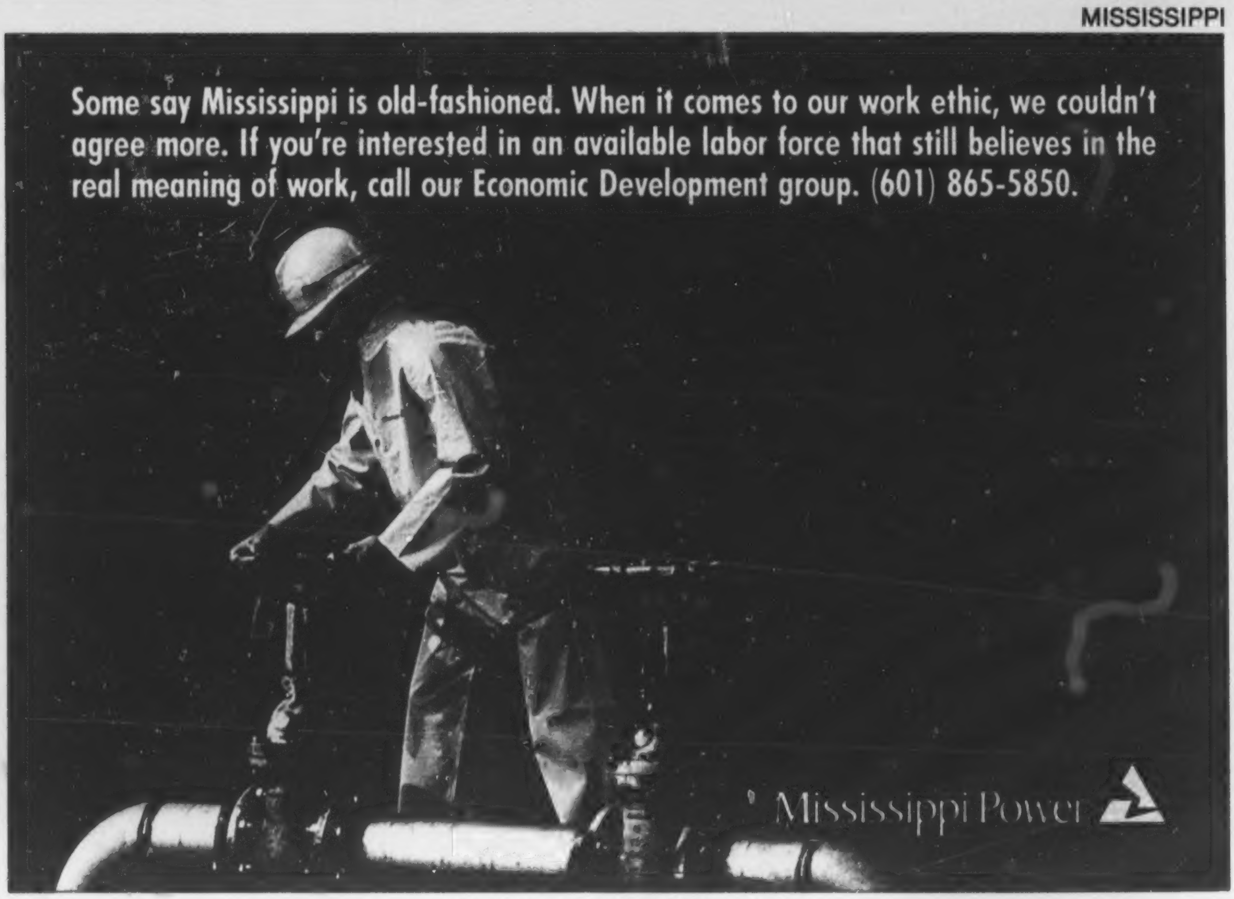
*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI		
1,163.8	75.0	6.4
Jackson		
205.4	9.5	4.6

*preliminary figures


Some say Mississippi is old-fashioned. When it comes to our work ethic, we couldn't agree more. If you're interested in an available labor force that still believes in the real meaning of work, call our Economic Development group. (601) 865-5850.
Mississippi Power

Circle 33 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/89	Memphis, TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks $	7.94	7.65
Accounting clerks	7.63	7.14
File clerks	NA	5.05
Typists	NA	6.77
Key entry operators	7.78	6.40
Secretaries	9.39	8.81
Switchbd opr-recept's	6.35	5.81
Word processors	7.30	8.43
Drafters	10.10	9.95
Electronics technicians	11.34	13.29
Computer operators	9.24	8.58
Computer programmers	12.91	11.05
Computer systems analysts	16.54	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	14.50	13.30
Engineers, stationary	NA	13.39
Machinists	NA	12.45
Mechanics (machinery)	14.73	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	9.51	4.22
Janitors, porters & cleaners	3.99	3.88
Laborers, material handling	8.70	8.46
Shippers & receivers	8.21	7.82
Truckdrivers	10.91	8.38
Forklift operators	8.84	8.50

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	35.6	NA	NA
MANUFACTURING	238.5	40.3	7.83
DURABLE GOODS	135.3	41.6	8.39
Lumber & wood prods.-SIC 24	24.5	44.2	7.12
Furniture & fixtures-SIC 25	24.4	37.9	7.42
Stone, clay, & glass prods.-SIC 32	6.3	43.8	7.70
Primary & fabricated metals-SIC 33	NA	NA	NA
Fabricated metal products-SIC 34	13.3	NA	NA
Machinery, except electrical-SIC 35	13.3	43.6	8.45
Electrical & electronic equip -SIC 36	22.2	41.0	9.27
Transportation equipment-SIC 37	22.0	41.5	10.34
Instruments & related products-SIC 38	1.6	NA	NA
Misc. mfg. industries-SIC 39	3.6	NA	NA
Food & kindred prods.	24.4	35.5	6.41

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 3 (Gulfport)
Columbus 1, 2, 7, 8, 10, 14, 18
Greenville 2, 18
Gulfport 3, 5, 12, 15, 17
Hattiesburg 4, 5, 7 (11, 14, 16, 18 through Laurel)
Jackson 4, 5, 9, 13, 17
Meridian 5-8, 10, 14, 16, 18
Pascagoula 3 (Mobile, AL)
Vicksburg 5 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Columbus and Greenville Railway
3. CSX Transportation, Inc.
4. Illinois Central
5. Midsouth Rail Corp.
6. Norfolk Southern Corp.
7. Southern Railway Co.
8. South Rail Corp.

Airlines

9. American
10. Americn Eagle
11. Atlantic Southeast
12. Continental Express-Britt Airways
13. Delta
14. Delta Connection-Atlantic Southeast

15. Eastern Express-Metro
16. Express Airlines 1
17. Northwest
18. Northwest Airlink-Express Airlines 1

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401

Rural utilities contacts:

Elec. Power Assn. of Miss.
Jack R. Rhodes, Ind. Dev. Dir.
P.O. Box 7897, Jackson 39204
601/922-2341

S. Mississippi Elec. Power Assn.
Henry L. Thomas, Mgr.
P.O. Box 15849, Hattiesburg 39402
601/268-2083

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	1,031	16,797
Gem stones	NA	1
Sand & gravel:		
Construction	16,600	52,700
Stone (crushed)	1,300	8,500
Combined value of cement (masonry 1986-87, portland), clays (ball and fuller's earth, 1986/88), and sand and gravel (industrial)		43,133
Total 1988 (preliminary)		121,131

* thousand short tons
** excluding ball and fuller's earth

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
Jackson, 39205
601/359-3449

Areas & Others

Columbus

Ford, Charleigh D., C.I.D., Exec. Dir
Columbus-Lowndes Econ. Dev. Assoc.
P.O. Box 1805, 39703
601/328-8369

Gulfport

Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
1020-32nd Ave., 39501
601/868-2311

Ueltschey, Chuck, Mgr.
Dept. of Econ. Dev.
Mississippi Power Company
P.O. Box 4079, 39502
601/865-5850

Hernando

Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

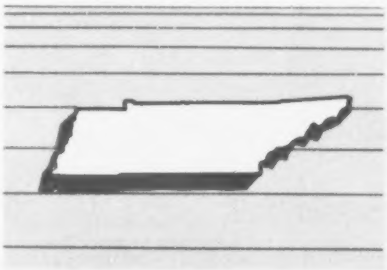
Jackson

Bounds, Mark S., Asst. Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341

Mayo, Will, Mgr., Econ. Dev.
Mississippi Power & Light Co.
P.O. Box 1640, 39205
601/969-2343

Vicksburg

Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 2020 Mission 66, 39180
601/636-1012



TENNESSEE

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Free port law
- Investment tax credit

Tax rates:

Corp. income tax	6% net earnings
Personal income tax	none on wages & salaries
Sales tax	5½% + ¾%-2¾% local
Incorporation fee	Min. fees: domestic-$50, foreign-$300 flat fee
Franchise tax	25¢/$100
Inventory tax	none
Gasoline tax	$.20/gal.

Advanced education facilities:

Four-year colleges & universities	50
Two-year or junior colleges	19
Vocational & business schools	61

Medical facilities:

Hospitals	140
Amb. Surgical Treat. Centers	47

Labor analysis:

Civilian labor force (1988 avg.)	2,350,000
Public high school graduates	50,086 (1989)

For additionnal labor market information, contact: Dept. of Employ. Security, Volunteer Plaza, 500 James Robertson Pkwy., Nashville, TN 37245-1000

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Health and Environment, 701 Broadway, Customs House, 4th flr., 37219-5403, 615/741-3931

Water pollution: Water Pollution Control, Tennessee Dept. of Health and Environment, 150 Ninth Ave., N., Nashville, TN 37219-5404, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
TENNESSEE	4,590.8	4,948.2
Bristol*	43.0	42.0
Chattanooga	169.6	165.7
Clarksville	54.8	80.0
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	63.2
Johnson City	39.8	45.3
Kingsport	32.0	32.0
Knoxville	183.1	175.4
Memphis	646.4	674.2
Murfreesboro	32.8	46.1
Nashville-Davidson	455.7	489.4
Oak Ridge	27.7	27.7

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Chattanooga, TN/GA	426.5	437.4
Clarksville-Hopkinsville, TN/KY	150.2	159.2

In Memphis, handling over 140 million pounds of packages is all in a night's work. Every night we distribute tons of freight around the world without making compromises or excuses. It's a record impressive enough to make any distribution manager sleep easy.

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Memphis has tons of reasons to make us your distribution center. For a complete file on Memphis' distribution advantages, write Bill Perry, Memphis Area Chamber of Commerce, P.O. Box 224, Memphis, TN 38101, or call 800-238-1200. We'll get your package ready.

MEMPHIS

America's Distribution Center

Circle 34 on Brochure Service Card

TENNESSEE		
Jackson	74.5	78.5
Johnson City-Kingsport-Bristol, TN/VA	433.6	451.4
Knoxville	566.0	605.7
Memphis, TN/AR/MS	912.9	981.2
Nashville	850.5	985.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	511.2	41.1	9.21
Chattanooga	47.0	40.4	8.50
Johnson City-Kingsport-Bristol	56.4	41.9	9.38
Knoxville	52.2	38.8	9.09
Memphis	54.9	40.3	9.34
Nashville	90.4	41.1	10.24

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/86	Nashville 9/89
Office, professional, & technical		
Payroll clerks	$ 7.65	8.36
Accounting clerks	7.14	8.02
File clerks	5.05	6.46
Typists	6.77	7.31
Key entry operators	6.40	8.79
Secretaries	8.81	9.63
Switchbd opr-recept's	5.81	6.84
Word processors	8.43	9.06
Drafters	9.95	10.10
Electronics technicians	13.29	14.60
Computer operators	8.58	9.59
Computer programmers	11.05	12.24
Computer systems analysts	15.75	16.66
Maintenance & powerplant		
Electricians	13.30	14.89
Engineers, stationary	13.39	NA
Machinists	12.45	NA
Mechanics (machinery)	12.29	12.91
Tool & die makers	11.69	11.70
Custodial & material movement		
Guards	4.22	5.43
Janitors, porters & cleaners	3.88	4.17
Laborers, mat'l hdlg	8.46	9.97
Shippers & receivers	7.82	7.42
Truckdrivers	8.38	11.94
Forklift operators	8.50	9.34

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,385.1	97.1	4.1
Chattanooga	217.6	9.9	4.5
Johnson City-Kingsport-Bristol	218.5	9.1	4.2
Knoxville	284.5	11.0	3.9
Memphis	455.9	17.1	3.8
Nashville	521.1	17.1	3.3

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	94.4	NA	NA
MANUFACTURING	508.2	41.6	8.96
DURABLE GOODS	251.2	42.2	9.45
Lumber & wood prods.-SIC 24	20.1	41.4	6.32
Furniture & fixtures-SIC 25	26.5	39.5	7.48
Stone, clay, & glass prods.-SIC 32	15.1	45.1	12.16
Primary metal industries-SIC 33	15.4	43.5	11.50
Fabricated metal products-SIC 34	42.0	41.9	9.92
Machinery, except electrical-SIC 35	37.6	NA	NA
Electrical & electronic equip.-SIC 36	38.5	NA	NA
Transportation equipment-SIC 37	34.0	NA	NA
Instruments & related products-SIC 38	9.6	42.0	9.38
Misc. mfg. industries-SIC 39	12.4	NA	NA
Food & kindred prods.	39.5	40.9	8.47

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 2, 4, 6, 8, 11, 13, 15, 18, 20, 29-31
Clarksville 2 (Nashville)
Cleveland 6 (Chattanooga)
Columbia (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 6, 21
Johnson City 2, 6, 12
Kingsport 2, 6, (9, 12, 13, 15, 28, 30-32 through Tri-City)
Knoxville 2, 4, 6, 9, 11, 13, 15, 20, 24, 27, 29-31
Memphis 1-8, 11, 16, 17, 19-21, 25-27, 30
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 8-11, 13, 14, 20, 22, 23, 26, 27, 30
Oak Ridge 2 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central
4. Norfolk Southern Corp.
5. St. Louis Southwestern Rwy Co.
6. Southern Railway
7. Union Pacific Railroad

Airlines

8. American
9. American Eagle
10. Carnival Air Lines
11. Delta
12. Delta Connection-Atlantic Southeast
13. Delta Connection-Comair
14. Eastern
15. Eastern Express-Metro
16. Enterprise Airlines
17. Exec Express II
18. Metro Airlines
19. Midway Airlines, Inc.
20. Northwest
21. Northwest Airlink-Express Airlines 1
22. Pan American
23. Southwest Airlines
24. Trans World Express-Air Midwest
25. Trans World Express-Trans States Airlines
26. TWA
27. United
28. United Express-Air Wisconsin
29. United Express-Presidential Airways
30. USAir
31. USAir Express-CCAir
32. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3e, 4g
Cleveland — 5e, 6e, 2g
Columbia — 7e, 20g
Hendersonville — 14e, 15g, 18g
Jackson — 8eg
Johnson City — 9e, 19g, 20g
Kingsport — 10e, 19g, 20g
Knoxville — 11eg
Memphis — 12eg
Murfreesboro — 13e, 20g
Nashville-Davidson — 14e, 15g
Oak Ridge — 16e, 17g

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37421
3. Clarksville Dept. of Electricity
   2021 Guthrie Hwy, Box 1007
   Clarksville 37041-1007
4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37041
5. Cleveland Natural Gas
   Division of Chattanooga Gas Co.
   440 N. Ocoee St., Cleveland 37311
6. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730
   Cleveland 37311
7. Columbia Power System
   201 Pickens La., Box 379, Columbia 38401
8. Jackson Utility Division, Electric
   P.O. Box 68, Jackson 38302-0068;
   Jackson Utility Division, Gas
   119 E. College St., Jackson 38301
9. Johnson City Power Bd.
   100 N. Roan, Box 1636, Johnson City 37601
10. Kingsport Power Co.
    422 Broad St.
    Kingsport 37660
11. Knoxville Utilities Bd.
    626 Gay St., S.W., Knoxville 37902-1626

12. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis
    38101
13. Murfreesboro Electric Dept.
    205 N. Walnut, Box 9 Murfreesboro
    37133-0009
14. Nashville Electric Service
    1214 Church St., Nashville 37203
15. Nashville Gas Co.
    Division of Piedmont Natural Gas
    Co. 814 Church St., Nashville 37203
16. Oak Ridge Electrical Div.
    Box 1, Oak Ridge 37830
17. Oak Ridge Utility Dist.
    101 Bus Terminal Rd., Oak Ridge
    37831-0449
18. Piedmont Natural Gas Co.
    1915 Rexford Rd., Charlotte, NC
    28211
19. Tennessee-Virginia Energy Corp.
    Box 60, Johnson City 37601
20. United Cities Gas Co.,
    5300 Maryland Way, Brentwood
    37027

Rural utilities contacts:

Kingsport Power Co.
C.S. Bacon, Exec. Asst.
422 Broad St., P.O. 111
Kingsport 376602
615/378-5000

Tenn. Electric Co-op Assn.
Frank C. Perkins, Gen. Mgr.
P.O. Box 100912, Nashville 37210
615/367-9284

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	1,300	26,044
Gem stones	NA	27,730
Phosphate rock — thou. metric tons	W	W
Sand & gravel:		
Construction	8,500	29,500
Industrial	W	W
Stone:		
Crushed	50,200	228,500
Dimension	4	567
Zinc — metric tons	W	W
Combined value of barite, cement, clays (fuller's earth), copper (1986-87), lead (1987-88), lime, pyrites (1986-1987), silver, stone (crushed granite, 1986), and values indicated by symbol W		279,707
Total 1988 (preliminary)		592,048

* thousand short tons except as noted
** excluding fuller's earth
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Johnson, Carl, Commissioner
Dept. of Econ. & Comm. Dev.
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37243-0405
615/741-1888
1-800/251-8594 toll free

Areas & Others

Blountville
Fesmire, James, Exec. Dir.
Bristol-Kingsport-Sullivan Cty. Ind. Comm.
Tri-County Regional Airport
P.O. Box 1019, 37617
615/323-5151

Bristol
Robinson, C. Thomas, Exec. V. P.
Gtr. Bristol Area Chamber of Comm.
P.O. Box 519, 24203-0519
615/968-4399

Cleveland
Executive Vice President
Cleveland/Bradley Cham. of Comm.
2100 Keith St.
P.O. Box 2275, 37320
615/472-6587

Dickson
Carter, Tom, Exec. Dir.
Dickson County Cham. of Comm.
P.O. Box 612, 37055
615/446-2349

Kingsport
Holt, Stephen B., C.I.D., Exec. V. P.
Kingsport Area Chamber of Comm.
P.O. Box 1403, 37662
615/246-2010
Bacon, C.S., Exec. Ass't.
Kingsport Power Co.
422 Broad St., 37660
615/378-5000.

Jackson
Clifton, Christopher, V.P., Econ. Dev.
Jackson Area C. of C.
P.O. Box 1904, 38302
901/423-2200

Lewisburg
Burns, Tommy G., Ind. Dev. Dir.
City of Lewisburg
P.O. Box 332, 505 Ellington Pkwy.
37091
615/359-1544

Memphis
Stock, James B., Asst. V.P.
Belz Enterprises
5118 Park Ave., 38187
901/767-4780

Perry, William, Exec. V.P.
Memphis Area C. of C.
P.O. Box 224, 38101
800/238-1200

Nashville
Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900
Hartman, H. Carl, Jr.
Dir., Power Use Div.
Nashville Electric Service
1214 Church St., 37203
615/747-3689

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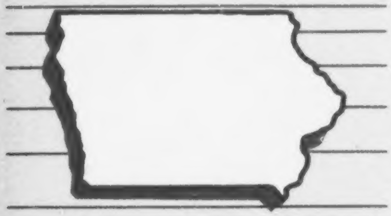


IOWA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives for new jobs
- Property tax exemption on new industrial construction
- Grant/loans for econ. dev.
- Highway improvement fund for econ. dev. (RISE through IA D.O.T.)
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
- Venture capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:

Corporate income tax .... 6-12% Applies only to profits from sales in IA. Profits from sales outside IA are exempt. Deduction for 50% of federal taxes paid. Iowa has adopted the Federal Accelerated Cost Recovery System.

Personal income tax .... .4%-9.9%, 100% deduction for federal taxes paid

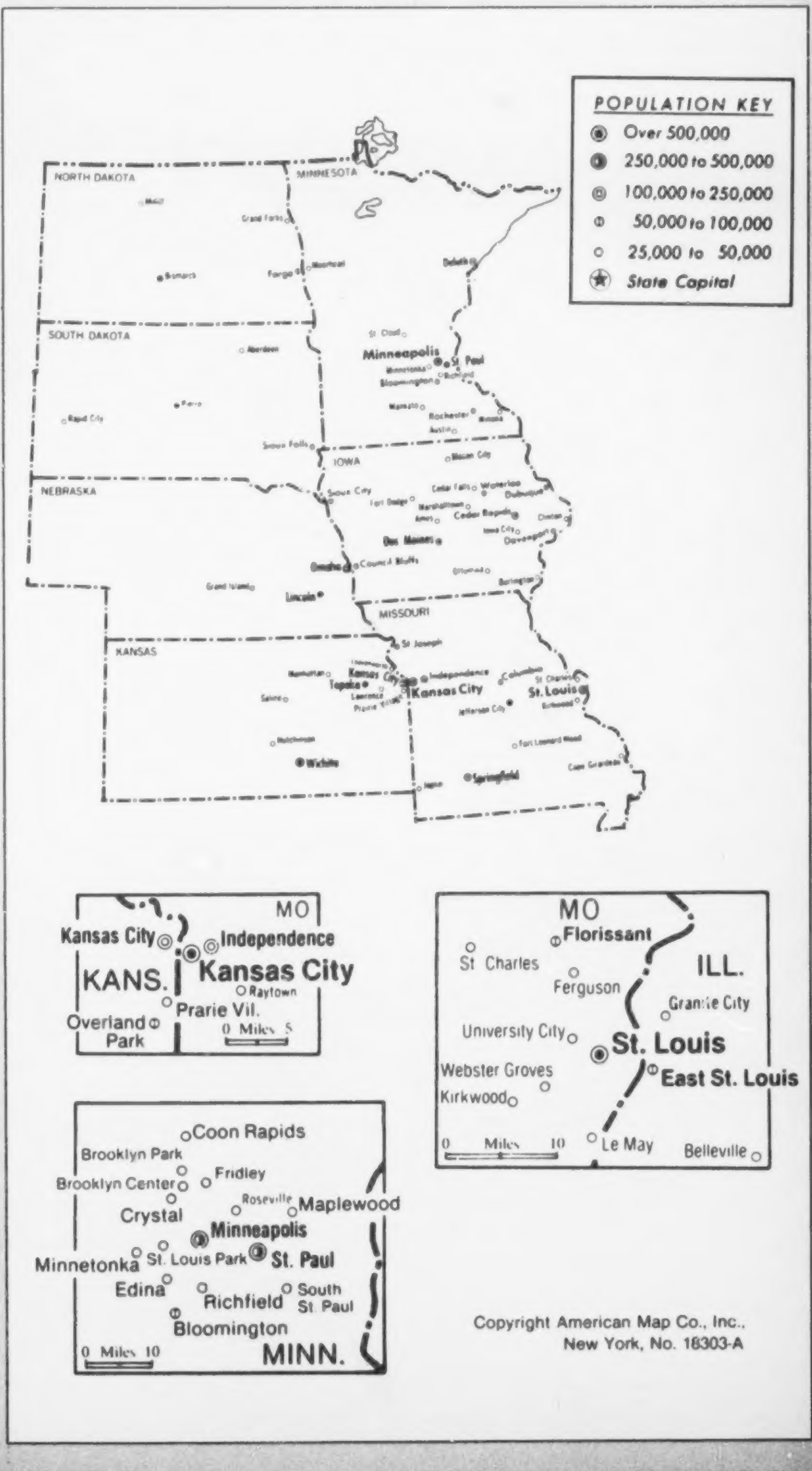
Sales tax .... 4% (mfg. equip. exempt from sales/use tax)

Incorporation tax .... Fees based on stated capital. Range from $15-$3,010 for corporations with stated capital over $500 million

Unemploy. tax for new non-construction employees........................ 1.06%

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15
Four-year colleges & universities	40
Two-year or junior colleges	16



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Vocational & business schools	NA

Medical facilities:

Hospitals	139
Clinics	NA

Labor analysis:

Civilian labor force	1,423,800
High-school grads (25-64 yrs old)	85.7%
Mfg. workers in unions	20.5%

For additional labor market information, contact Dept. of Employment Service, 200 E. Grand Ave., Des Moines, IA 50309, 515/281-5387

Environment controls:

Air & water pollution: Larry Wilson, Director, Dept. of Natural Resources, Wallace State Office Bldg., Des Moines, IA 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
IOWA	2,913.4	2,647.4
Ames	45.8	44.3
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	32.6
Cedar Rapids	110.2	108.6
Clinton	32.8	NA
Council Bluffs	56.4	57.0
Davenport	103.3	97.8
Des Moines	191.0	195.5
Dubuque	62.3	59.4
Fort Dodge	29.4	NA
Iowa City	50.5	50.4
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	78.4
Waterloo	76.0	67.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Cedar Rapids	169.8	169.1
Davenport-Rock Island, Moline, IA/IL	384.0	369.4
Des Moines	368.0	389.1
Dubuque	93.7	90.8
Iowa City	81.7	86.2
Omaha, NE/IA	585.0	622.8
Sioux City, IA/NE	117.5	115.6
Waterloo-Cedar Falls	162.8	148.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	237.0	41.3	10.87
Cedar Rapids	23.8	39.4	12.44
Des Moines	26.9	42.1	11.96
Dubuque	12.4	42.8	12.15
Sioux City	10.8	41.1	8.85

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,526.9	59.5	3.9
Cedar Rapids	96.5	3.6	3.7
Des Moines	235.3	8.2	3.5
Dubuque	44.3	1.9	4.2
Sioux City	59.9	2.0	3.4
Waterloo-Cedar Falls	72.4	3.4	4.7

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island Moline, IA/IL 2/86
Office, professional, & technical	
Payroll clerks	$ 9.36
Accounting clerks	8.81
File clerks	5.32
Typists	9.28
Key entry operators	9.28
Secretaries	11.66
Stenographers	NA
Switchbd opr-recept's	6.27
Word processors	7.25
Drafters	11.80
Electronics technicians	12.79
Computer operators	10.89
Computer programmers	12.34
Computor systems analysts	16.03
Maintenance & powerplant	
Carpenters	14.37
Electricians	14.92
Engineers, stationary	14.89
Machinists	14.27
Mechanics (machinery)	14.11
Tool & die makers	15.82
Custodial & material movement	
Guards	12.49
Janitors, porters & cleaners	7.65
Laborers, mat'l handling	11.27
Shippers & receivers	NA
Truckdrivers	12.61
Forklift operators	11.79

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	38.0	41.2	11.38
MANUFACTURING	227.2	41.7	10.64
DURABLE GOODS	132.2	42.2	11.09
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay & glass-SIC 32	5.7	44.6	10.03
Primary metal industries-SIC 33	7.5	45.1	12.34
Fabricated metal products-SIC 34	17.6	40.9	10.09
Machinery, except electrical-SIC 35	44.3	43.0	13.22
Electrical & electronic equip.-SIC 36	24.8	41.5	10.74

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Iowa Southern Utilities
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Centerville, Iowa 52544
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FAX: 515-437-7096

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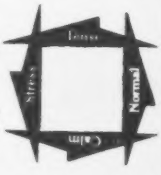


Name ____________

Company ____________

Street ____________

City/State/Zip ____________

Phone ____________

Circle 35 on Brochure Service Card

Transportation equipment-SIC 37		
12.0	44.7	8.73
Food & kindred prods.		
43.8	40.4	10.04

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 9 (Moline, IL)
Burlington 1, 13, 25
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 11, 13-15, 20, 21, 24, 26-28
Clinton 1, 2, 9, 23
Council Bluffs 1-3, 5, 6, 9, 10 (Omaha, NE)
Davenport 1, 5, 9 (Moline, IL)
Des Moines 1, 2, 5, 8, 11, 12, 14, 16, 17, 19, 20, 22, 25-27
Dubuque 1, 3, 9, 13, 18
Fort Dodge 2, 3, 16, 21
Iowa City 1, 5, 9 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 4, 9, 16, 21
Ottumwa 1, 9, 16
Sioux City 1-3, 14, 21, 25-27
Waterloo 2, 3, 13, 16, 18, 21, 24

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Chicago Central & Pacific Railroad
4. Dakota, Minnesota & Eastern RR
5. Iowa Interstate R.R. Ltd.
6. Missouri-Kansas-Texas R.R. Co.
7. Norfolk Southern Corp.
8. Norfolk and Western Railway
9. Soo Line Railroad
10. Union Pacific Railroad

Airlines

11. Air Midwest
12. American
13. American Eagle
14. America West
15. Enterprise Airlines
16. Great Lakes Aviation
17. Midway Airlines, Inc.
18. Midway Connection-Iowa Airways
19. Midway Express-Skyway
20. Northwest
21. Northwest Airlink-Express Airlines I
22. Northwest Airlink-Mesaba
23. Propheter Aviation
24. Trans World Express-Air Midwest
25. Trans World Express-Trans States Airlines
26. TWA
27. United
28. United Express-Air Wisconsin

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 5eg
Burlington — 8eg
Cedar Falls — 2eg, 11g
Cedar Rapids — 4e, 5g
Clinton — 3eg
Council Bluffs — 6e, 9g, 11g
Davenport — 5eg
Des Moines — 6e, 9g
Dubuque — 3eg, 10g, 11g
Fort Dodge — 5eg
Iowa City — 5eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 8e, 5g
Sioux City — 8e, 9g
Waterloo — 8e, 9g, 12g

1. Ames Electric System
   Municipal Bldg., Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Box 769, Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Box 769, Dubuque 52004-0769
4. IE Industries Inc.
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
6. Iowa Power
   666 Grand Ave., Box 657, Des Moines 50303
7. Iowa Public Service Co.
   Subsidiary of Midwest Energy Co.
   401 Douglas St., Box 778, Sioux City 51102
8. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
9. Midwest Gas Co.
   401 Douglas St., Box 778, Sioux City 51101
10. Peoples Natural Gas
    See UtiliCorp United Inc.
11. UtiliCorp United Inc.
    911 Main St.,
    Kansas City, MO 64105
12. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott
1717 E. Interstate Ave.
Bismarck, ND 58501
701/233-0441

Central Iowa Power Co-op
Melvin D. Nicholas, Dir. of Admin. Svcs. & P.R.
P.O. Box 2517, Cedar Rapids 52406
319/366-8011

Corn Belt Power Co-op
James W. Humphreys, Admin. Svcs. Mgr.
1300 13th St. N., P.O. Box 508
Humboldt 50548
515/332-2571

Dairyland Power Co-op
Richard K. Williams, Dir., Mktg. & Area Relations
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Iowa Assn. of Elec. Co-ops
Mark Templeton, Gov. Rel. Dir.
8525 Douglas, Ste. 48
Des Moines 50322
515/276-5350

L & O Power Co-op
Willis Jongerius, Mgr.
315 First Ave., Rock Rapids 51246
712/472-2531

Northwest Iowa Power Co-op
Philip A. Hauan, Gen. Mgr.
P.O. Box 240, Hwy. 75 S.
Le Mars 51031
712/546-4141

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	W	W
Portland	2,100	105,000
Clays	466	1,331
Gem stones	NA	W
Gypsum	1,680	12,053
Peat	W	W
Sand & gravel:		
Construction	20,400	40,400
Stone (crushed)	31,700	141,900
Combined value of other industrial metals, and values indicated by W		13,187
Total 1988 (preliminary)		313,871

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Henningsen, Bob, Bureau Chief
National Marketing
Iowa Dept. of Econ. Dev.
200 E. Grand Ave.
Des Moines, 50309
515/281-5376

Areas & Others

Burlington
Fulknier, Clayton W. III, CEO, Exec. Dir.
Burlington Area Dev. Corp. (BADCO)
P.O. Box 1024, 52601
319/752-2320

Centerville
Williams, Gary, Mngr. Eco. Dev.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Clinton

Lamont, Hugh G., V.P.
Clinton Area Dev. Corp.
209 Wilson Bldg.
P.O. Drawer 229, 52732-0229
319/242-4536

Des Moines

Owens, Gary, Dir. Econ. Dev.
Iowa Power
P.O. Box 657, 50303
515/281-2329

Rock Island

Gibeault, Donald, V.P., Mktg.
Quad-City Development Group
406 First National Bank Bldg., 61201
319/326-1005

Sioux City

Horrell, Jr., Les L., Pres.
Sioux City Chamber of Comm.
101 Pierce St., 51101
712/255-7903

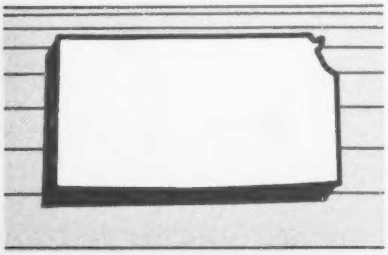
Storm Lake

Rodeen, John K., Pres.
Buena Vista Ind. Corp.
P.O. Box, 224
501 Seneca, 50588
712/732-4563

West Des Moines

Bailey, Jack, Dir.
Iowa Area Dev. Group
2700 Westown Pkwy. #323, 50265
515/223-4817

McMahon, Roger, Dir. Econ. Dev.
Peoples Natural Gas
2 Corporate Place
1501 42nd St., Ste. 210, 50265
515/223-6010



KANSAS

STATE INFORMATION:

Financial assistance to industry:

- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits (jobs & investment)
- Enterprise zone incentives (jobs & investment)
- Foreign trade zone
- Research & development credits
- Property tax exemptions
- Venture capital invest. tax credits

Financial incentives:

- Economic Dev. Bonds
- State Finance Authority
- Grants/loans
- Tax increment financing
- Risk capital
- Venture capital
- Seed capital
- Research grants
- Training grants

Tax rates:

Corporate income tax .... 4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax .... 3.65% on first $35,000, 5.15% on over $35,000
Sales tax 4.25%
Incorporation tax .... $75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax .... $20-$2,500
Gasoline tax .... $.15/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	22
Vocational & technical schools	17

Medical facilities:

Hospitals	166
Clinics	NA

Labor analysis:

Civilian labor force	1,282,263
High school graduates	27,036

For additional labor market information, contact Lou Atherton, Dir., Industrial Development Division, Kansas Dept. of Commerce, 400 SW 8th St., 5th Fl., Topeka, KS 66603-3957, 913/296-3483, Telex 4931494 KS, FAX 913/296-5055

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, KS 66620, 913/296-1500

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
KANSAS	2,363.2	2,511.3
Emporia	25.3	NA
Hutchinson	40.3	42.4
Kansas City	161.1	161.8
Lawrence	52.7	58.6
Leavenworth	33.7	38.2
Manhattan	32.6	NA
Olathe	37.3	57.4
Overland Park	81.8	102.7
Salina	41.8	43.5
Shawnee	29.7	NA
Topeka	115.3	122.2
Wichita	279.3	295.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Kansas City, MO/KS	1,433.0	1,567.6
Lawrence	67.6	75.0
Topeka	154.9	163.6
Wichita	411.3	448.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS	184.6	37.9	10.50
Topeka	8.6	38.4	12.58
Wichita	64.4	32.0	10.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS	1,264.1	52.9	4.2
Topeka	89.5	3.8	4.2
Wichita	259.9	15.1	5.8

*preliminary figures

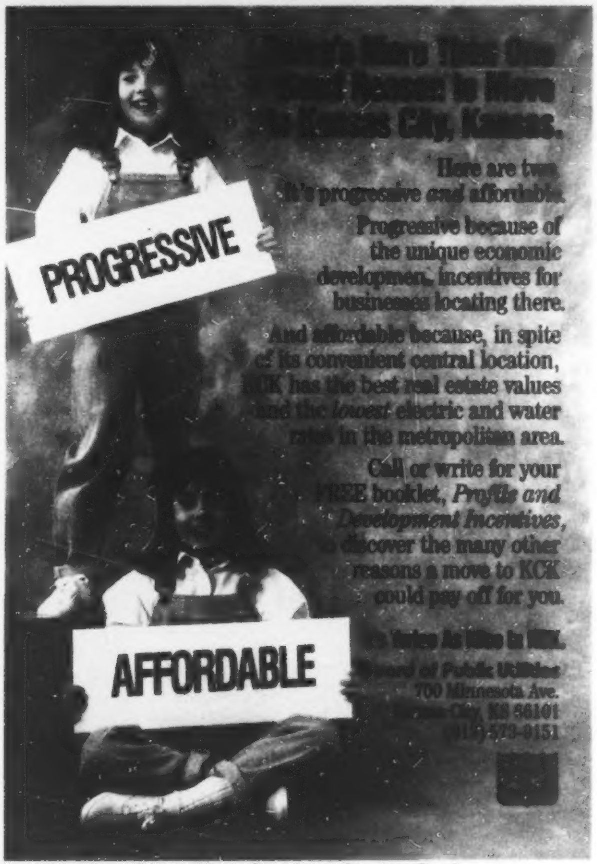
Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/86	Kansas City, MO/KS 9/89
Office, professional & technical		
Payroll clerks .... $	7.48	8.74
Accounting clerks	8.10	8.05
File clerks	6.06	5.66
Typists	7.13	7.16
Key entry operators	7.49	7.59
Secretaries	9.93	9.68
Stenographers	NA	11.36
Switchbd opr-recept's	5.56	6.60
Wordprocessors	7.94	8.67
Drafters	11.55	11.51
Electronic technicians	13.11	15.79
Computer operators	9.26	9.42
Computer programmers	11.56	14.49
Computer systems analysts	15.16	19.01
Maintenance & powerplant		
Carpenters	NA	12.53
Electricians	13.62	15.91
Engineers, stationary	12.66	14.60
Machinists	NA	14.40
Mechanics (machinery)	11.49	14.00
Tool & die makers	13.60	16.11
Custodial & material movement		
Guards	6.28	5.41
Janitors, porters, & cleaners	9.41	5.50
Laborers, material handling	6.51	10.17
Shippers & receivers	8.45	7.28
Truckdrivers	9.08	10.20
Forklift operators	NA	9.81

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	42.2	NA	NA
MANUFACTURING	181.4	40.7	10.19
DURABLE GOODS	107.6	40.8	10.38
Stone, clay, & glass prods.-SIC 32	6.9	NA	NA
Primary metal industries-SIC 33	3.3	NA	NA
Fabricated metal products-SIC 34	11.3	38.3	8.21
Machinery-SIC 35	NA	NA	NA
Transportation equipment-SIC 37	46.6	40.9	12.19
Food & kindred prods.	26.6	40.2	8.93



There's More Than One Good Reason to Move to Kansas City, Kansas.

Here are two.
It's progressive *and* affordable.

Progressive because of the unique economic development incentives for businesses locating there.

And affordable because, in spite of its convenient central location, KCK has the best real estate values and the *lowest* electric and water rates in the metropolitan area.

Call or write for your FREE booklet, *Profile and Development Incentives*, to discover the many other reasons a move to KCK could pay off for you.

[illegible] in KCK.

Board of Public Utilities
700 Minnesota Ave.
Kansas City, KS 66101
(913) 573-9151

Circle 36 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 8, 9 (Wichita)
Kansas City 1-9 (Kansas City, MO)
Lawrence 1, 9 (Topeka)
Leavenworth 1-3, 9 (Kansas City, MO)
Manhattan 9, 10
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 6, 9, 10
Shawnee (Kansas City, MO)
Topeka 1, 6, 8, 9, 10
Wichita 1, 2, 6, 9-18

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Illinois Central
5. Kansas City Southern Railway Co.
6. Missouri-Kansas-Texas (Oklahoma-Kansas-Texas)
7. Norfolk Southern Corp.
8. St. Louis Southwestern Railway Co.
9. Union Pacific Railroad
10. Air Midwest

Airlines

11. American
12. America West
13. Continental
14. Delta
15. Northwest
16. TWA
17. United
18. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g
Kansas City — 2e, 5g, 6g
Lawrence — 5eg, 7g
Leavenworth — 5eg, 6g
Manhattan — 5eg
Olathe — 3e, 5eg, 6g
Overland Park — 3e, 5g, 6g
Salina — 5eg
Shawnee — 3e, 5eg
Topeka — 5eg
Wichita — 4e, 1g, 5g

1. Arkansas Louisiana Gas Co.
   Box 751, Little Rock, AR 72203
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
4. Kansas Gas and Electric Co.
   120 E. 1st St., Box 208, Wichita 67201
5. Kansas Power & Light Co.
   818 Kansas Ave., Box 889, Topeka 66601
6. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301
7. UtiliCorp. United Inc.
   911 Main St., Kansas City, MO 64105

Rural utilities contacts:

Kansas Elec. Power Co-op
Charles Ross, Exec. V.P.
P.O. Box 4877, Topeka 66604
913/273-7010

Sunflower Elec. Co-op, Inc.
Carroll L. Waggoner
P.O. Box 980, Hays 67601
913/628-2845

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	50	3,000
Portland	1,400	68,400
Clays**	554	2,435
Gem stones	NA	3
Salt (excl. brine)	1,676	68,838
Sand & gravel:		
Construction	14,300	32,400
Industrial	130	1,400
Stone		
Crushed	19,900	77,400
Dimension	7	279
Combined value of clay (betonite, 1987-88), gypsum, helium, pumice, and salt (brine)		53,740
Total 1988 (preliminary)		307,835

* thousand short tons except as noted
** excluding betonite

DEVELOPMENT COUNSELORS:

State Development Agency

Atherton, Lou, Dir.
Ind. Dev. Div.
Kansas Dept. of Commerce
400 SW. Eighth St., 5th Fl.
Topeka, 66603-3957
913/296-3483

Areas & Others

Coffeyville
Rockwell, Steve W., C.I.D., Exec. V.P.
Montgomery Cty. Action Council, Inc.
P.O. Box 479, 67337
316/251-5312

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Great Bend
Lyon, Leroy E., Exec. Dir.
Mid-Kansas Econ. Dev. Cmsn.
2015 Lankin, 67530
316/792-1375

Hugoton
Cole, Ed, Coord. Econ. Dev.
Peoples Natural Gas
P.O. Box 976, 67951
316/544-8545

Kansas City
Powell, George, Supv., Mktg. & Dev.
Board of Public Utilities
700 Minnesota, 66101
913/573-9151

Salina
Cook, Robert G., C.I.D., Pres.
Salina Area Chamber of Comm.
120 W. Ash, 67401
913/827-9301

Topeka
Imming, Christopher J., Assoc. Dir.
City of Topeka
820 Quincy, Ste. 501, 66612
913/234-0072
Weinmeister, Rod
Kansas Power & Light Co.
818 Kansas Ave,
P.O. Box 889, 66601
913/296-6473

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist., Inc.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246
Underkofler, Bill, Area Dev. Mgr.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6986
Wynn, Marvin L., C.I.D., Sr. V.P.
Wichita Area Chamber of Commerce
350 W. Douglas, 67602
316/265-7771

MINNESOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone
- Energy development loans
- Agricultural resources loans
- Enterprise Zones

Tax rates:

Corporate income tax....................9.5%
Personal income tax..................6%-8%
Sales tax ....6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax.................$125 filing fee for Minn. Corp.; $175 filing fee for non-Minn. corp.
Franchise tax.................................. none
Inventory tax................................... none
Gasoline tax .... $.20/gal.

Advanced education facilities:

Four-year colleges & universities 37
Two-year colleges.............................. 19
Vocational/technical institutes 34
Source: MN Dept. of Education

Medical facilities:

Hospitals 177
Outpatient care facilities 896
Source: MN Dept. of Health & MN Bus. Directory

Labor analysis:

Civilian labor force.................2,375,500
High-school grads ....90.6% of H.S. students

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Gerald L. Willet. Commssr., Pollution Control Agency, 520 Lafayette Road, St. Paul, MN 55155 612/296-7301

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MINNESOTA	4,007.1	4,326.8
Blaine	28.6	NA
Bloomington	81.8	89.8
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	55.6
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	81.9
Edina	46.1	NA
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	368.1
Minnetonka	38.7	NA
Moorhead	30.0	29.0
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	58.9
Roseville	35.8	NA
St. Cloud	42.6	44.2
St. Louis Park	42.9	44.3
St. Paul	270.2	272.0
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Duluth, MN/WI	266.7	245.8
Fargo-Moorhead, ND/MN	137.6	150.8
Minneapolis-St. Paul, MN/WI	2,137.0	2,377.2
Rochester	92.0	98.9
St. Cloud	163.3	184.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA	400.6	40.6	10.99
Duluth	8.1	39.3	11.54
Minneapolis-St. Paul	266.7	40.6	11.77
St. Cloud	13.5	37.5	9.91

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA	2,375.5	86.8	3.7
Duluth	107.3	5.2	4.9
Minneapolis-St. Paul	1,419.2	49.2	3.5
Rochester	62.6	1.7	2.8
St. Cloud	97.5	3.6	3.7

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	78.6	38.4	15.68
MANUFACTURING	393.6	40.7	10.56
DURABLE GOODS	235.6	41.6	10.85
Lumber & wood prods.—SIC 24	16.8	40.1	11.96
Furniture & fixtures	5.5	37.6	10.51
Stone, clay, & glass prods.-SIC 32	8.7	40.9	10.31
Primary metal industries-SIC 33	7.1	43.8	9.70
Fabricated metal products-SIC 34	34.5	42.6	12.01
Machinery, except electrical-SIC 35	85.1	42.2	11.34
Electrical & electronic equip.-SIC 36	30.4	41.0	8.78
Transportation equipment-SIC 37	10.2	43.2	12.66
Instruments & misc. mfg.-SIC 38	NA	NA	NA
Food & kindred prods.	45.9	40.4	9.09

MINNESOTA

Area Wage Survey

Average straight-time hourly earnings

	Minneapolis St. Paul, MN/WI 2/88
Office, professional, & technical	
Payroll clerks	$ 8.46
Accounting clerks	8.11
File clerks	5.85
Typists	6.72
Key entry operators	6.84
Secretaries	9.66
Stenographers	9.91
Switchbd opr-receptionists	7.05
Word processors	8.16
Drafters	11.84
Electronics technicians	13.39
Computer operators	9.68
Computer programmers	13.81
Computer systems analysts	17.19
Maintenance & powerplant	
Carpenters	14.73
Electricians	15.65
Engineers, stationary	14.18
Machinists	15.24
Mechanics (machinery)	13.87
Tool & die makers	15.80
Custodial & material movement	
Guards	6.59
Janitors, porters & cleaners	6.21
Laborers, material handling	10.70
Shippers & receivers	9.14
Truckdrivers	12.72
Forklift operators	11.99

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 7 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 7 (M)
Duluth 1, 2, 4, 5, 7, 20, 21
Edina 7 (M)
Fridley 1, 7 (M)
Mankato 3, 12
Maplewood (M)
Minneapolis 1, 2, 7-23, 25-27
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 7 (M)
Rochester 2, 3, 9, 20, 24
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 7 (M)
St. Paul 1, 2, 7 (M)
Winona 1, 3, 7 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Dakota, Minnesota & Eastern R.R.
4. Duluth, Missabe & Iron Range Rwy.
5. Duluth, Winnipeg & Pacific Railway
6. Illinois Central
7. Soo Line R.R. Co. (Minneapolis, Northfield & Southern)
8. Wisconsin Central Ltd.

Airlines

9. American
10. America West
11. Bearskin Lake Air Service
12. Bemidji Airlines
13. Canadian Airlines Intl.-Can Part-Inter Canadian
14. Canadian Airlines Intl.-Can Part-Time Air
15. Continental
16. Delta
17. Great Lakes Aviation
18. Midway Airlines, Inc.
19. Midwest Aviation
20. Northwest
21. Northwest Airlink-Express Airlines I
22. Northwest Airlink-Mesaba Aviation
23. Pan American
24. Trans World Express-Air Midwest
25. TWA
26. United
27. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 8e(MER), 3g, 7g
Bloomington — 8e(NMD), 4g
Brooklyn Center — 8e(NOD), 4g
Brooklyn Park — 8e(NOD), 4g
Burnsville — 8e(NMD), 4g
Coon Rapids — 1e, 8e(NOD), 7g
Crystal — 8e(NOD), 4g
Duluth — 5e, 2g
Edina — 8e(NMD), 4g
Fridley — 8e(NOD), 4g
Mankato — 8e(SER), 4g
Maplewood — 8eg(MER)
Minneapolis — 8e(MWR), 4g
Minnetonka — 8e(MWR), 4g
Moorhead — 6e, 8eg(NDR)
Plymouth — 8e(NOD), 4g
Richfield — 8e(NMD), 4g
Rochester — 10e, 9g, 11g
Roseville — 8eg(MER)
St. Cloud — 8eg(NWR)
St. Louis Park — 8e(MWR), 4g
St. Paul — 8eg(MER)
Winona — 8eg(HD)

1. Anoka Electric Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
3. Midwest Gas Co.
   401 Douglas St., Box 778, Sioux City, IA 51101
4. Minnegasco. inc.
   201 S. 7th St., Minneapolis 55402
5. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
6. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
7. North Central Public Service Co.
   Div. of Iowa Public Service Co.
   1080 Montreal Ave., St. Paul 55116
8. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
   (HD) Hiawatha Div.
   5050 Service Dr., Wenoma 55987
   (MER) Metro-East Region
   825 Rice St., St. Paul 55117
   (MWR) Metro-West Region
   1518 Chestnut Ave N., Minneapolis 55403
   (NMD) Normandale Div
   5309 W. 70th St., Edina 55435
   (NOD) North Div
   4501-68th Ave. N., Brooklyn Center 55429
   (NDR) North Dakota Region
   2302 Gt. Northern Dr., Fargo, ND 58108
   (NWR) Northwest Region
   3515 3rd St. N., St. Cloud 56301
   (SER) Southeast Region
   210 Lime St., Mankato 56001
9. Peoples Natural Gas Co.
   See UtiliCorp United Inc.
10. Rochester Public Utility Dept.
   4000 E. River Rd., N.E., Rochester 55904-2813
11. UtitiCorp United, Inc.
   911 Main St., Kansas City, MO 64105

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Dairyland Power Co-op
Richard K. Williams, Dir.
Mktg. & Area Relations
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Minnesota Rural Elec. Assn.
Leon V. Barnier, Gen. Mgr.
11640-73rd Ave. N.
Maple Grove 55369
612/424-1020

Minnkota Power Co-op, Inc.
Marvin Gebhardt
P.O. Box 1318
Grand Forks, ND 58201
701/795-4000

United Power Association
Donald Jacobson, Comm. Dev. Mgr.
Elk River 55330
612/441-3121

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	40
Iron ore (usable)—thou. long tons, gross wt.	42,476	1,278,298
Peat	66	3,307
Sand & gravel: Construction	22,000	47,100

Stone:		
Crushed	8,700	29,900
Dimension	45	13,000
Combined value of clays (common), lime, and sand & gravel (industrial)		18,906
Total 1988 (preliminary)		1,390,551

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

De La Vega, Robert, Deputy Cmsr.
Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg., 150 E. Kellogg
St. Paul, 55101
612/296-3976

Areas & Others

Duluth

Wennberg, Wendy, Bus. Developer
Off. of Bus. Dev., City of Duluth
Room 400, 55802
218/723-3703

Eagan

Clark, Cal, Dir. Eco. Dev.
Peoples Natural Gas
P.O. Box 21386, 55121
612/452-0890

Mankato

Forsythe, Larry P., Dir. Econ. Dev.
City of Mankato
202 E. Jackson St., 56001
507/625-3161

Director
Region Nine Dev. Comm.
Box 3367, 56002
507/387-5643

Minneapolis

Threlkeld, Mark D., Econ. Dev. Mgr.
Gtr. Minneapolis Chamber of Comm.
15 S. Fifth St., 55402
612/370-9154

Duckor, Anita, Mgr. Econ. Dev.
Northern States Power Co.
414 Nicolet Mall, 55401
612/330-6724

Rochester

Johnson, Larry, Admin. Econ. Dev.
Southern MN Municipal Power Agency
500 First Ave., S.W., 55902-3303
507/285-0478

St. Paul

McGiven, Bill, Exec. V.P.
St. Paul Port Authority
1900 Amhoist Tower
345 St. Peter St., 55102
612/224-5686

Thief River Falls

Nagel, Jerry, Exec. Dir.
Northwest Reg. Dev. Comm.
P.O. Box E, 56701
218/681-2637

Wilmar

Larson, Lee, CID, CED
Econ./Community Dev. Specialist
Mid-Minn. Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

MISSOURI

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for manufacturers, buildings, land, & equipment, as well as for pollution control equipment
- Special financing & taxation incentives for companies expanding in certain areas, including enterprise zones
- Aid for job training and hiring
- Freeport law
- Tax-exempt inventories
- MOBUCKS For More Jobs Fund program using state funds dpstd. in banks for loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery (sales tax)

Tax rates:

Corporate income tax	5% of 1st $100,000, 6% of next $235,000, 6.5% of excess of $335,000
Personal income tax	$315 + 6% of excess over $9,000
Property tax	varies locally
Sales tax	4.425% (after 6/30 back to 4.225%)
Franchise tax	1/20 of 1% for co.'s with assets over $200,000
Incorporation tax fee:	
Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess	
Foreign — same as domestic, plus an additional $10	
Inventory tax	exempt
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	34
Two-year or junior colleges	19
Public area vocational schools	58
Technical & professional schools	9
Theological schools	14

Medical facilities:

Hospitals	179
Clinics	NA

Labor Analysis:

Civilian labor force	2,529,000 (1986)
High school graduates	50,840 (86-87)

Environment controls:

Solid & hazardous waste, drinking water, land reclamation, air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 176, Jefferson City, MO 65102, 314/751-4810

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MISSOURI	4,917.4	5,205.0
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	65.9
Florissant	55.4	61.3
Independence	111.8	116.1
Jefferson City	33.6	NA
Joplin	38.9	41.0
Kansas City	448.2	442.1
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	45.4

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Judy Southard Franco
SOUTHARD CO.
715 Twining Road
Dresher, PA 19025
(215) 576-7181
(215) 576-1508 (FAX)

Missouri

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☑ Low cost utilities

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☑ Everthing subject to negotiation

(For More Information Contact)

Dan Bollinger Sr.
Executive Director
or
Robert L. Libla Jr.
Economic Developer

Bootheel Regional Planning &
Economic Development Commission
P.O. Box 397
Malden, MO. 63863
314-276-2242

Circle 38 on Brochure Service Card

St. Joseph	76.7	73.6
St. Louis	453.1	425.1
Springfield	133.1	143.2
University City	42.7	42.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Columbia	100.4	111.1
Joplin	127.5	136.5
Kansas City, MO/KS	1,433.0	1,567.6
St. Joseph	87.9	86.1
St. Louis, MO/IL	2,377.0	2,482.1
Springfield	207.7	234.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI	431.8	40.6	10.53
Kansas City	110.8	40.0	11.49
St. Louis	226.5	41.7	12.43
Springfield	21.0	39.7	8.68

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI	431.8	135.8	5.2
Kansas City	110.8	38.9	4.6
St. Louis	226.5	67.7	5.3
Springfield	21.0	5.8	4.6

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	94.6	NA	NA
MANUFACTURING	429.3	40.9	10.17
DURABLE GOODS	245.1	41.8	10.92
Lumber & wood prods.-SIC 24	11.6	38.6	6.59
Furniture & fixtures-SIC 25	11.9	41.0	7.86
Stone, clay, & glass prods.-SIC 32	11.2	42.6	11.07
Primary metal industries-SIC 33	12.6	42.1	11.02
Fabricated metal products-SIC 34	28.6	41.7	10.30
Machinery, except electrical-SIC 35	30.7	42.6	10.23
Electrical & electronic equip.-SIC 36	45.9	41.5	9.72
Transportation equipment-SIC 37	72.9	42.9	14.73
Instruments & related prods.-SIC 38	12.2	40.6	8.17
Misc. mfg. industries-SIC 39	7.7	39.6	6.86
Food & kindred prods.	45.6	41.2	10.34

Area Wage Survey

Average straight-time hourly earnings

	St. Louis, MO/IL 3/89	Kansas City, MO/KS 9/89
Office, professional, & technical		
Payroll clerks $	8.63	8.74
Accounting clerks	8.23	8.05
File clerks	5.67	5.66
Typists	7.39	7.16
Key entry operators	6.86	7.59
Secretaries	10.66	9.68
Stenographers	NA	11.36
Switchbd opr-recept's	6.81	6.60
Word processors	7.85	8.67
Drafters	11.51	11.51
Electronics technicians	14.15	15.79
Computer operators	9.85	9.42
Computer programmers	14.39	14.49
Computer systems analysts	18.52	19.01
Maintenance & powerplant		
Carpenters	14.44	12.53
Electricians	16.24	15.91
Engineers, stationary	15.92	14.60
Machinists	15.74	14.40
Mechanics (machinery)	12.75	14.00
Tool & die makers	16.19	16.11
Custodial & material movement		
Guards	5.53	5.41
Janitors, porters & cleaners	5.28	5.50
Laborers, mat'l hdlg	11.75	10.17
Shippers & receivers	9.61	7.28
Truckdrivers	12.29	10.20
Forklift operators	12.03	9.81

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Blue Springs 3 (Kansas City)
Cape Girardeau 2, 17, 35
Columbia 12, 23, 36
Florissant (St. Louis)
Independence 3, 17 (Kansas City)
Jefferson City 17, 23, 36
Joplin 2, 9, 17, 31, 36
Kansas City 1-4, 7, 9, 11-14, 17-19, 21-25, 27, 29, 30, 32, 33, 37-39
Kirkwood 2, 17 (St. Louis)
Lee's Summitt 17 (Kansas City)
Raytown 13 (Kansas City)
St. Charles 12 (St. Louis)
St. Joseph 1, 2, 4, 17 (Kansas City)
St. Louis 2, 4-6, 10-13, 15-17, 19, 24-28, 30, 33, 35-39
Springfield 2, 17, 18, 20, 31, 34, 36-38
University City 16 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago, Missouri and Western Rwy.
4. Chicago & North Western System
5. Conrail
6. CSX Transportation, Inc.
7. Denver & Rio Grande Western R.R.
8. Illinois Central
9. Kansas City Southern Railway Co.
10. Missouri-Kansas-Texas R.R. Co.
11. Norfolk Southern Corp.

12. Norfolk and Western Railway
13. St. Louis Southwestern Railway Co.
14. Soo Line Railroad
15. Southern Railway
16. Terminal R.R. Assn. of St. Louis
17. Union Pacific Railroad

Airlines

18. Air Midwest
19. American
20. American Eagle
21. America West
22. Braniff
23. Braniff Express-Midcontinent Airlines
24. Continental
25. Delta
26. Delta Connection-Comair
27. Eastern
28. Exec Express II
29. Midway Airlines, Inc.
30. Northwest
31. Northwest Airlink-Express Airlines I
32. Pan American
33. Southwest Airlines
34. Trans States Airlines
35. Trans World Express-Air Midwest
36. Trans World Express-Trans States Airlines
37. TWA
38. United
39. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g,12g
Kirkwood — 5e, 11e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9eg, 6g
St. Louis — 11e, 7g
Springfield -- 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   P.O. Box 127, Joplin 64802
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
5. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
6. Kansas Power & Light Co.,
   818 Kansas Ave., Box 889, Topeka, KS 66601
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   (Utilicorp United, Inc.)
   10700 E. M350 Hwy., Kansas City 64138
9. St. Joseph Light & Power Co.
   520 Francis St., St. Joseph 64502
10. Springfield City Utilities
    301 E. Central, Box 551, Springfield 65801
11. Union Electric Co.
    1901 Gratiot St., St. Louis 63103;
    Box 149, St. Louis 63166
12. Utilicorp United Inc.
    911 Main St., Kansas City 64105

Rural utilities contacts:

Associated Elec. Co-op, Inc.
James E. McNabb, Dir. Eng. & Ops.
P.O. Box 754
Springfield 65801
417/881-1204

Assn. of Missouri Elec. Co-ops
Barry Hart, Dir. of Gov. Affairs
2722 E. McCarty St.
Jefferson City 65101
314/635-6857

Central Electric Power Co-op
William D. Hayter, Sales & Ind. Dev. Mgr.
P.O. Box 269, Jefferson City 65102
314/634-2454

KAMO Elec. Co-op, Inc.
Roy Beavers, P.R. Mgr.
P.O. Box 577, Vinita, OK 74301
918/256-5551

M&A Elec. Power Co-op
Robert E. Stagner, Mgr.
P.O. Box 670
Poplar Bluff 63901
314/785-9651

Northeast Missouri Elec. Power Co-op
Donald Bestman, Accountant
Bus. Rte. 61 N., Palmyra 63461
314/769-2107

N.W. Elec. Power Co-op, Inc.
Gilbert Keith
P.O. 312, Cameron 64429
816/632-2121

Sho-Me Power Corp.
Bob Clark, Ind. Dev. Dir.
P.O. Box D, Marshfield 65706
417/468-2615

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	26	1,910
Cement:		
Portland	4,600	170,800
Masonry	165	9,950
Clays (excl. fuller's earth)	1,472	11,234
Iron ore (usable) — thou. long tons	821	W
Lead (recov. cont. of ores, etc.) — metric tons	346,994	283,046
Sand & gravel:		
Construction	9,300	32,000
Industrial	615	8,650
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	1,214	7,949
Stone		
Crushed	51,300	200,500
Dimension	4	547

OUR BOARD OF DIRECTORS SAID WE SHOULD BE HONEST AND LIST ALL OF THE PROBLEMS INDUSTRIES FACE IN SOUTHEAST MISSOURI. SO WE DID.

FOR EXPLANATIONS CONTACT:

TOM TUCKER
P. O. BOX 366
PERRYVILLE, MO. 63775
(314) 547-8357

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Zinc (recov. cont. of ores, etc.) — metric tons	36,263	47,968
Combined value of clays (fuller's earth), copper, iron oxide pigments (crude), lime, and values indicated by symbol W		194,730
Total 1988 (preliminary)		969,284

* thousand short tons except as noted

W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1466
Springfield	32	78	4660	1374

DEVELOPMENT COUNSELORS:

State Development Agency

Koupal, Carl, Dir.
Missouri Dept. of Econ. Dev.
301 W. High St.
Truman State Office Bldg.
Jefferson City, MO 65101
314/751-3946

Areas & Others

Cameron
Keith, Gilbert, C.I.D., Dir., Econ. Dev.
NW Electric Power Coop.
P.O. Box 312
Bus. Hwy. 36 W., 64429
816/632-2121

Chillicothe
Hall, William, C.I.D., Exec. V.P.
Chillicothe Ind. Dev. Corp.
715 Washington St.
P.O. Box 416, 64601
816/646-4071

Clayton
Alexander, David, Dir.
St. Louis Cty Econ. Council
121 S. Meramec, Ste. 412, 63105
314/889-7663

Dresher
Judy Southard Franco
Southard Co.
715 Twining Rd., Ste. 102
Dresher, PA 19025
215/576-7181

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Wood, Don
Assoc. of Missouri Elec. Coops.
2722 E. McCarty, 65101
314/635-6857

Joplin
Tonjes, Gary, Pres./Gen. Mgr.
Joplin Chamber of Comm.
P.O. Box 1178, 64802-1178
417/624-4150

Kansas City
Kirk, Harold L., CID
Mgr. Ind. Dev.
Missouri Public Service
10700 E. 350 Highway
P.O. Box 11739, 64138
816/737-9346

Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
Ste. 600, 920 Main St., 64105
816/221-2121

Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr., 64153
816/891-9480

Malden
Bollinger, Dan, Sr., Exec. Dir.
Libla, Robert L., Jr.
Bootheel Reg. Alng. & Econ. Dev. Commision
P.O. Box 397, 63863
314/276-2242

Nevada
Lampe, Harold, Exec. Dir.
Nevada Area Econ. Dev. Comm.
Citizens State Bank Bldg.
P.O. Box 807, 64772
417/667-6084

Perryville
Tucker, Tom, Exec. Dir.
Southeast Mo. Reg. Plng. & Econ. Dev. Cmsn.
1 West St. Joseph St.,
P.O. Box 366, 63775
314/547-8357

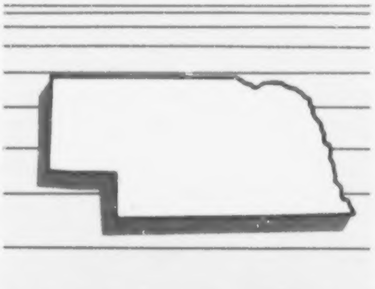
St. Joseph
Price, Steve, Mgr. E.D.
St. Joseph E.D.G.
P.O. Box 1394, 64502
816/232-4461

St. Louis
Laflin, James C., Dir.
Office Econ. Dev.
City of Clayton
10 N. Bemiston, 63105
314/727-8100

Mierjezewski, Ron, Dir.
St. Louis Regional Comm.
100 S. 4th St., 63102
314/231-5555

St. Peters
Hall, Vaal G., C.I.D., Admin.
St. Charles Cty. Ind. Dev. Auth.
Mid River Office Bldg.
#1 Mid Rivers Dr., 63376
314/441-6880

Sedalia
Wimmer, G.R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884



NEBRASKA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings, land, & equipment, including pollution control
- On-the-job training & pre-employment training program
- Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:
- Corporate income tax .... 4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
- Personal income tax .... 2%-5.9% of Nebraska taxable income
- Sales tax 4%
- Municipal sales tax .... ½% Gothenburg; 1% Beatrice, Ceresco, Chadron, Chappell, Crete, Eagle, Gordon, Kimball, La Vista, Lewellen, Nebraska City, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, Scottsbluff, Sidney, Terrytown, Waterloo; 1½% Bellevue, Crawford, Lincoln, Omaha

Incorp. & franchise tax .... NA
Inventory tax .... 100% exemption of personal property on inventory
Gasoline tax .... $.22/gal. (1989)
Gasahol tax .... $.191/gal. (1989)

Advanced education facilities:
- Four-year colleges & universities..... 19
- Two-year or junior colleges .... NA
- Vocational & business schools........ 16

Medical facilities:
- Hospitals 114
- Clinics 277

Labor analysis:
- Civilian labor force......... 817,000 (1988)
- High school graduates ... 20,586 (1989)

For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, Lincoln, NE 68509, 402/475-8451

Environment controls:

Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEBRASKA	1,570.0	1,610.1
Grand Island	33.2	NA
Lincoln	171.9	187.1
Omaha	311.7	376.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Lincoln	192.9	210.7
Omaha, NE/IA	585.0	622.8
Sioux City, IA/NE	117.5	115.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA	100.7	40.3	9.70
Lincoln	15.3	40.4	10.19
Omaha	36.1	41.7	10.36

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA	100.7	22.7	2.7
Lincoln	15.3	36.1	2.2
Omaha	36.1	11.2	3.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Omaha, NE/IA 10/88
Office, professional, & technical	
Payroll clerks	$ 8.04
Accounting clerks	7.61
File clerks	5.74
Typists	6.18
Key entry operators	6.33
Secretaries	9.23
Stenographers	11.15
Switchbd opr-recept's	6.54
Word processors	6.78
Drafters	10.21
Electronics technicians	12.39
Computer operators	9.46
Computer programmer	13.58
Computer systems analysts	18.11
Maintenance & powerplant	
Carpenters	NA
Electricians	13.26
Engineers, stationary	12.04
Machinists	14.24
Mechanics (machinery)	12.65
Custodial & material movement	
Guards	4.32
Janitors, porters & cleaners	4.76
Laborers, mat'l hdlg	9.38
Shippers & receivers	6.03
Truckdrivers	10.45
Forklift operators	9.99

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	24.5	NA	NA
MANUFACTURING	94.7	40.5	9.49
DURABLE GOODS	46.5	42.2	9.80
Lumber & stone, clay, & glass-SIC 24	NA	NA	NA
Furniture & fixtures-SIC 25	1.9	NA	NA
Primary & fabricated metals-SIC 33	NA	NA	NA
Machinery, except electric-SIC 35	12.0	NA	NA
Machinery & transp.-SIC 35	NA	NA	NA
Electrical & electronic equip.-SIC 36	9.5	NA	NA
Transportation equipment-SIC 37	5.2	NA	NA
Instruments & misc. mfg.-SIC 38	NA	NA	NA
Food & kindred prods.	26.7	38.9	8.94

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 7, 11, 14
Lincoln 1, 7, 8, 10, 14, 17-20
Omaha 1-17, 19, 20

Railroads

1. Burlington Northern R.R. Co.
2. Chicago, Central & Pacific Railroad
3. Chicago & North Western System
4. Iowa Interstate Railroad Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Soo Line Railroad
7. Union Pacific Railroad

Airlines

8. Air Midwest
9. American
10. America West
11. Braniff Express-Midcontinent Airlines
12. Continental
13. Delta
14. GP Express
15. Midway Airlines, Inc.
16. Northwest
17. Northwest Airlink-Mesaba Aviation
18. Trans World Express-Trans States Airlines
19. TWA
20. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island
   68802
2. Lincoln Electric Sys., 1200 N St.,
   Box 80869, Lincoln 68501
3. Metropolitan Utilities District of
   Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN
   55402
5. Northwestern Pub. Service Co.
   3rd St. & Dakota Ave. S., Huron, SD
   57350
6. Omaha Public Power District
   444 S. 16th St. Mall, Omaha 68102-
   2247

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Central Nebraska PPID
Frank J. Dragoun, Gen. Mgr.
P.O. Box 356, Holdrege 68949
308/995-8601

Nebraska Elec. G&T Co-op, Inc.
K. E. Brooks, Mgr.
P.O. Box 456, Columbus 68601
402/564-8142

Nebraska Pub. Power Dist.
Karen Ross, Asst. to Gen. Mgr.
P.O. Box 499, Columbus 68601-2048
402/475-4988

Tri-State G&T Assn., Inc.
Bob Gastad, Mem. Mktg. Coord.
P.O. Box 33695, Denver, CO 80233
303/452-6111

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	236	789
Gem stones	NA	10
Sand & gravel:		
Construction	9,600	23,200
Stone (crushed)	6,000	27,100
Combined value of cement, lime, and sand and gravel (industrial)		43,336
Total 1988 (preliminary)		94,435

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
Lincoln, 68509
402/471-3111
1-800-426-6505

Areas & Others

Beatrice
Schwenke, Diane M., Dir.
Gage Cty. Ind. Corp.
226 S. 6th, 68310
402/223-2338

Columbus
Hall, Dennis G., Area Dev. Mgr.
Dept. of Area Development
Nebraska Public Power District
P.O. Box 499, 68601
402/563-5534

Freemont
Kraft, A. Ronald, Pres.
Freemont Chamber of Comm.
P.O. Box 182, 68025
402/721-2641

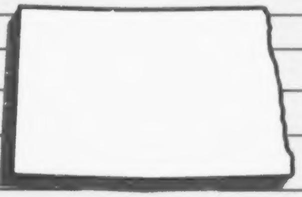
Grand Island
Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln
Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
1221 N St., Suite 606, 68508
402/476-7511

North Platte
Thompson, Brent, Exec. Dir.
North Platte Dev. Corp.
P.O. Box 968, 69103
308/532-4966

Ogallala
Small, Kathy J., Exec. Dir.
West Central Nebraska Dev. Distr.
710 N. Spruce St.
P.O. Box 599, 69153
308/284-6077

Omaha
Evans, Gary E., Mgr., Area Dev.
Omaha Public Power District
1623 Harney St., 68102
402/536-4347
Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5000
Jorgensen, Jeffrey L., C.I.D., Dir.
Barth, Bruce L., Dir. Econ. Dev.
Peoples Natural Gas
1815 Capitol Ave., 68102
402/221-2422
402/221-2089
President
Railway Education Bureau
Simmons-Boardman Publ. Corp.
1809 Capitol Ave., 68102
402/346-4300



NORTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax .... graduated
Personal income tax .... graduated
Personal property tax ......none, or opt. percent of fed. liability
Sales tax .....5½% (3½% for farm machinery, irrigation equipment, & mobile homes)
Incorp. & franchise tax .... none
Inventory tax .... none
Gasoline tax .... $.17/gal.

Advanced education facilities:

Four-year colleges & universities.....11
Two-year or junior colleges 2
Vocational & business schools........41

Medical facilities:

Hospitals 57
Clinics 132

Labor analysis:

Civilian labor force........337,760 (10/88)
High school graduates.....8,926 (12/88)

For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NORTH DAKOTA	652.7	686.3
Bismarck	44.5	49.4
Fargo	61.3	71.0
Grand Forks	43.8	45.8
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bismarck	80.0	89.9
Fargo-Moorhead ND/MN	137.6	150.8
Grand Forks	66.1	70.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA	16.7	40.3	8.96
Fargo-Moorhead	5.4	42.0	9.08

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA	16.7	12.6	5.4
Bismarck	2.2	1.8	3.9
Fargo-Moorhead	5.4	1.9	2.2
Grand Forks	1.6	1.3	3.6

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.0	NA	NA
MANUFACTURING	16.2	38.8	8.37
DURABLE GOODS	7.3	40.8	8.62
Stone, clay, & glass prods.-SIC 32	0.6	NA	NA
Fabricated metal products-SIC 34	0.8	NA	NA
Machinery & transp. equip.-SIC 35	NA	NA	NA
Food & kindred prods.	4.5	39.3	8.09

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6
Fargo 1, 5, 7, 8
Grand Forks 1, 5, 7, 9
Minot 1-3, 5

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Continental
4. Delta
5. Northwest
6. Northwest Airlink-Big Sky Airlines
7. Northwest Airlink-Mesaba Aviation
8. United
9. United Express-Aspen Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701
NSPC — North Dakota Region
2302 Gt. Northern Dr., Fargo 58108

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck 58501
701/223-0441

Central Power Elec. Co-op, Inc.
Thomas Huntley, Staff Asst.
P.O. Box 1576, Minot 58701
701/852-4407

Minnkota Power Co-op, Inc.
Marvin Gebhardt
P.O. Box 1318, Grand Forks 58201
701/795-4000

N. Dak. Assn. of Rural Elec. Co-ops
Dennis Hill, EVP & Gen. Mgr.
P.O. Box 727, Mandan 58554
701/663-6501

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul	Heating	Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	70	139
Gem stones	NA	2
Lime	127	11,912
Sand & gravel:		
Construction	5,000	10,800
Combined value of peat, salt, sand and gravel (industrial), stone (crushed misc.), and value indicated by symbol W		3,442
Total 1988 (preliminary)		26,295

* thousand short tons
w withheld to avoid disclosing company proprietary data.

DEVELOPMENT COUNSELORS:

State Development Agency

Patrie, William, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

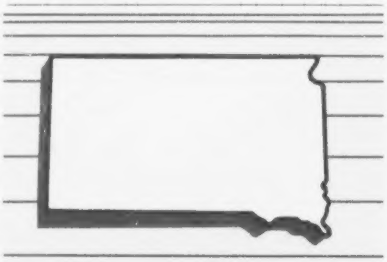
Areas & Others

Bismarck
Schott. William A., Econ. Dev. Coor.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. Fourth St., 58102
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 2220, 58402
701/252-0540
McDonald, Steward, Dir.
Jamestown Area Bus. & Ind. Div.
P.O. Box 1530, 58401
701/252-4830

Minot
Sandstrom, Jerome E., Pres./CEO
Minot Area Dev. Corp.
1020-20th Ave., SW.
P.O. Box 940, 58702
701/852-1075



SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:
- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Loans for buildings & equipment
- Loans for pollution control
- Aid for job training
- Local property tax abatements
- Loan packaging assistance
- 3% financing for new and expanding industry

Tax rates:
Corporate income tax .... none
Personal income tax .... none
Sales tax .... 4% (2% local option)
Incorporation tax .... graduated from $40 for $25,000 or less capital stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Max. tax: $16,000
Franchise tax.................................... $10
Inventory tax................................. none
Gasoline tax .... $.18/gal.

Advanced education facilities:
Four-year colleges & universities 12
Two-year or junior colleges 1
Vocational & business schools..........4

Medical facilities:
Hospitals 57
Clinics .... 80 (approx.)

Labor analysis:
Civilian labor force........ 368,000 (10/89)
High school graduates .... 76.4% of employed pop.

For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57402-4730, 605/622-2314

Environment controls:

Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, SD 57501, 605/773-3151

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
SOUTH DAKOTA	690.2	722.5
Aberdeen	26.0	NA
Rapid City	46.5	57.7
Sioux Falls	81.3	102.7

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1988
	—Thousands—	
Rapid City	70.1	79.9
Sioux Falls	109.4	127.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA	29.8	41.9	8.05
Sioux Falls	8.1	45.1	8.46

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA	29.8	14.2	3.9
Rapid City	3.2	1.6	4.0
Sioux Falls	8.1	2.2	2.9

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	9.3	39.7	9.76
MANUFACTURING	30.8	41.4	8 03
DURABLE GOODS	17.1	41.9	7.97
Machinery	NA	NA	NA
Food & Kindred prods.	7.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 3, 8
Rapid City 3, 5-7, 10, 11
Sioux Falls 1, 2, 4, 6-10

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Dakota, Minnesota & Eastern R.R.

Airlines

4. Braniff Express-Midcontinent Airlines
5. Continental Express-Rocky Mountain Airways
6. Delta
7. Northwest
8. Northwest Airlink-Mesaba Aviation
9. TWA
10. United
11. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Corp.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. (Minn)
   414 Nicollet Mall, Minneapolis, MN 55401
   NSPC — South Dakota Region
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co.,
   3rd St. & Dakota Ave. S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

East River Elec. Power Co-op, Inc.
Scott Parsley, Dev. Coord.
Lock Drawer E, Madison 57042
605/256-4536

Heartland Consumers Power Dist.
Wendell J. Garwood, Gen. Mgr.
P.O. Box 248, Madison 57042
605/256-6536

Rushmore Elec. Power Co-op, Inc.
Harvey K. Malon, Mgr.
P.O. Box 2414, Rapid City 57709
605/342-4759

S. Dak. Rural Elec. Assn.
Ron Davis, Member Rel. Coord.
P.O. Box 1138, Pierre 57501
605/224-8823

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	W
Portland	600	W
Clays (excl. bentonite)	W	W
Gem stones	NA	100
Gypsum	W	W
Sand & gravel:		
Construction	9,400	20,100
Stone		
Crushed	4,400	16,900
Dimension	43	16,472
Combined value of beryllium concentrates, clays (bentonite, 1986; common, 1987-88), feldspar, gold, lime, mica (scrap), silver, and value indicated by symbol W		244,554
Total 1988 (preliminary)		298,126

* thousand short tons except as noted
w withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Turbiville, Charles M.
Director State/Local Dev.
S.D. Governor's Off. of Econ. Dev.
Capitol Lake Plaza
Pierre, SD 57501
605/773-5032

Areas & Others

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 Fourth St., S.W., 57350
605/352-8775

Madison
Wall, Dan
Rural Jobs & Comm. Dev. Cord.
East River Elec. Power Coop.
Drawer E, 57042
605/256-4536

Pierre
Potter, Dennis W., Dir.
Pierre Econ. Dev. Corp.
P.O. Box 548
300 S. Highland, 57501
605/224-6610

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Haunje, Roger A., Pres.
Sioux Falls Dev. Fdtn.
131 E. Tenth St., 57102
605/339-0103

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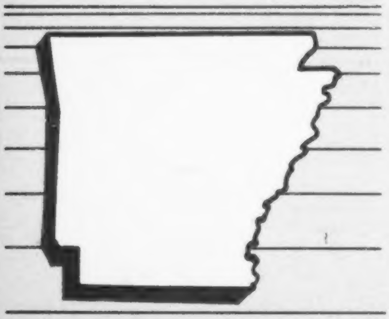


ARKANSAS

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

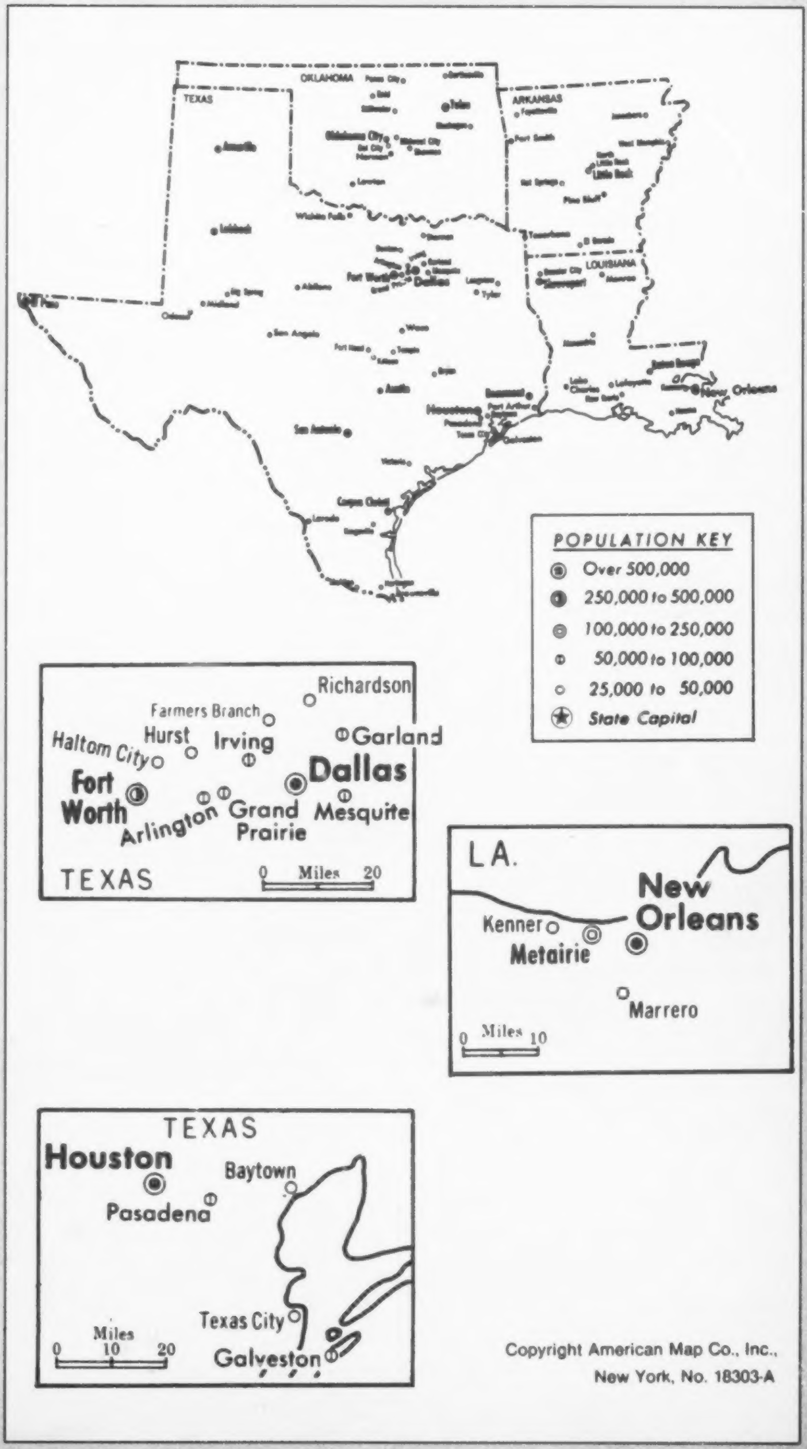
Corporate income tax .... 1%-6% over $25,000 net
Personal income tax .... 1%-7% over $25,000
Sales tax 4%
exemptions for mfg. equipment
Franchise & incorp. tax .... 0.27% of portion of par-value outstanding capital stock that the value of its real & personal prop. in AR bears to the total value of all real & personal prop. of the corp. Not less than $50 and not more than $1,075,000. However, finished goods going out of state are not subject to taxation.
Inventory tax... $9.20 per $1000 market value
Gasoline tax .... $.135/gal.

Advanced education facilities:

Four-year colleges & universities	20
Two-year or junior colleges	12
Vocational & business schools	33

Medical facilities:

Hospitals	108 all inclusive
Clinics	NA



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Labor analysis:

Civilian labor force	1,167,100 (11/89)
High school graduates (1988-89)	27,920

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/682-3194

Environment controls:

Air pollution: J.B. Jones, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, AR 72209, 501/562-7444

Water pollution: Chuck Bennett, Water Div. Chief, (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ARKANSAS	2,285.5	2,435.4
El Dorado	26.7	NA
Fayetteville	36.6	45.4
Fort Smith	71.4	76.6
Hot Springs	35.2	NA
Jacksonville	27.6	30.2
Jonesboro	31.5	NA
Little Rock	158.5	195.7
North Little Rock	64.4	64.1
Pine Bluff	56.6	73.5
Springdale	23.5	27.2
Texarkana*	52.8	56.6
West Memphis	28.1	27.8

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Fayetteville-Springdale	99.7	112.4
Fort Smith, AR/OK	162.5	183.8
Little Rock-North Little Rock	474.0	521.8
Memphis, TN/AR/MS	912.9	981.2
Pine Bluff	90.7	90.5
Texarkana, TX/AR	113.1	122.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	234.3	41.3	8.30
Fayetteville-Springdale	13.0	42.2	7.63
Fort Smith	24.9	40.0	8.72
Little Rock-North Little Rock	35.1	41.8	8.95
Pine Bluff	6.5	45.1	10.75

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS	234.3	63.8	5.5
Fayetteville-Springdale	13.0	1.8	2.7
Fort Smith	24.9	6.4	6.9
Little Rock-North Little Rock	35.1	14.3	5.1
Pine Bluff	6.5	2.4	6.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/86	Little Rock N. Little Rock 8/89
Office, professional & technical		
Payroll clerks $	7.65	8.58
Accounting clerks	7.14	7.90
File clerks	5.05	5.03
Typists	6.77	7.49
Key entry operators	6.40	7.58
Secretaries	8.81	10.05
Switchbd opr-recept's	5.81	6.64
Word processors	8.43	7.85
Drafters	9.95	10.64
Electronics technicians	13.29	12.84
Computer operators	8.58	8.42
Computer programmers	11.05	12.51
Computer systems analysts	15.75	17.19
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	13.30	12.66
Engineers, stationary	13.39	11.40
Machinists	12.45	12.22
Mechanics (machinery)	12.29	11.51
Tool & die makers	11.69	13.03
Custodial & material movement		
Guards & watchmen	4.22	4.43
Janitors, porters & cleaners	3.88	4.16
Laborers, mat'l handling	8.46	8.41
Shippers & receivers	7.82	7.71
Truckdrivers	8.38	11.72
Forklift operators	8.50	8.23

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	33.3	NA	NA
MANUFACTURING	228.4	40.9	8.07
DURABLE GOODS	120.3	41.6	8.12
Lumber & wood prods.-SIC 24	20.0	43.1	7.42
Furniture & fixtures-SIC 25	10.2	39.4	6.87
Stone, clay, & glass-SIC 32	4.7	42.7	8.37
Primary metal industries-SIC 33	8.6	42.4	9.06
Fabricated metal products-SIC 34	15.2	42.9	8.65
Machinery, except electrical-SIC 35	17.5	41.3	8.87
Electrical & electronic equip.-SIC 36	23.8	40.7	8.36
Transportation equipment-SIC 37	11.2	42.3	7.92
Instruments & misc. mfg.-SIC 38	NA	NA	NA
Food & kindred prods.	46.2	40.0	6.53

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 11
Fayetteville 1, 6, 8, 10, 13, 15
Fort Smith 1, 2, 5, 8, 10, 13, 15
Hot Springs 5, 11
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 11
Little Rock 3-7, 9, 12, 14, 16, 17
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 8, 10
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific Railroad

Airlines

6. Air Midwest
7. American
8. American Eagle
9. Delta
10. Delta Connection-Atlantic Southeast
11. Exec Express II
12. Northwest
13. Northwest Airlink-Express Airlines I
14. Southwest Airlines
15. Trans World Express-Air Midwest
16. TWA
17. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 3e, 1g
Fayetteville — 8e, 4g
Fort Smith — 7e, 2g
Hot Springs — 3e, 1g
Jacksonville — 3e, 1g
Jonesboro — 5e, 1g
Little Rock — 3e, 1g
North Little Rock — 6e, 1g
Pine Bluff — 3e, 1g
Texarkana — 8e, 1g
West Memphis — 9e, 1g

1. Arkansas Louisiana Gas Co.
   Box 751, Little Rock, 72203
2. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
3. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
4. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72730
5. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289, Jonesboro 72401
6. North Little Rock Electric Dept.
   800 Main, Box 159, North Little Rock 72115

Circle 40 on Brochure Service Card

POWERED FOR PROFITS

Powered for the progress of your company, the Arkansas Electric Cooperatives have a long-term commitment to provide dependable power supply.

Through an incentive package that includes long-term rates for both large and small energy users, industry leaders like Nucor-Yamato Steel, Rohr Industries, and Bekaert Steel have located their businesses in our Arkansas service areas.

Call Ernie Faucett or Bob Butler at 1-800-643-8776, or send in the coupon for your free video information package, and take time to power your profits.

After all, time is money.

◀ **Nucor-Yamato Steel, a Fortune 500 company served by Mississippi County Electric Cooperative and AECC, uses a highly automated and computerized process to power the largest electric arc-furnace load served by any electric cooperative in the United States.**

aecc

ARKANSAS ELECTRIC COOPERATIVE CORPORATION

YES

I'd like to know more about powering my profits with the Arkansas Electric Cooperatives.

Name
Title
Company
Phone
Address
City
State Zip

Arkansas Electric Cooperatives

ATTN: Ernie Faucett or Bob Butler, CID
P.O. Box 9469, Little Rock, Arkansas 72219

7. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102-3405
8. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
9. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis 72301

Rural utilities contact:

Arkansas Elec. Co-op Corp.
Ernest Faucett, Econ. Dev. Dir.
P.O. Box 9469, Little Rock 72219
501/562-0220

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Abrasives**	1,175	308
Clays	1,061	15,076
Gem stones	NA	1,800
Sand & gravel:		
Construction	8,300	23,400
Industrial	615	6,325
Stone:		
Crushed	14,500	62,200
Dimension	11	629
Combined value of bauxite, bromine, cement, clays (fire clay, 1986-87) gypsum, lime, talc and pyrophyllite, and tripoli		211,481
Total 1988 (preliminary)		321,219

* thousand short tons

** grindstones, pulpstones, sharpening stones; excludes mill liners and grinding pebbles

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, Dave, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/682-1121

Areas & Others

Arkadelphia
Carpenter, Flave
Clark County Ind. Council
P.O. Box 67, 71923
501/246-5233

Benton
Marshall, Robert W., Exec. V.P.
Saline Cty. Chamber of Comm.
607 N. Market St., 72051
501/778-8272

Bentonville
Hausam, David C., Chmn. IDC
Bentonville/Bella Vista Chamber
115 West Central, 72712
501/273-9062

Helena
Gatling, John W., Exec. V.P.
Arkansas Delta Dev.
P.O. Box 407, 72342
501/338-6444

Hope
Baker, Ivan
Hempstead County EDC
P.O. Box 971, 71801
800/338-1384

Little Rock
Eldridge, David, Mgr., Econ. Dev.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/377-4440

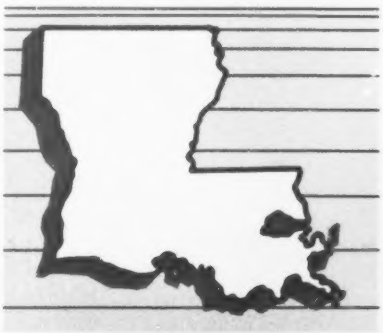
Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871

Butler, Robert, CID
Economic Development Consultant
Arkansas Electric Coop. Corp.
8000 Scott Hamilton Dr. 72209
501/570-2274

Glenn, Steve
ARKLA Gas
400 E. Capitol Ave,
P.O. Box 751, 72203
501/377-4709

Pine Bluffs
Berry, Jim, C.I.D., Pres.
Gtr. Pine Bluff AR Cham. of Comm.
P.O. Box 5069, 71611
501/535-0110

Texarkana
Mitchell, Donald, Sr., Mgr.
S.W. Arkansas Water District
Box 8004, State Line Plz., 75502
501/773-1061



LOUISIANA

STATE INFORMATION:

Financial assistance to industry:

- Tax exemptions
- 10-yr. ad valorem tax exemption
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones
- Louisiana Economic Development Corp. — loans & loan guarantees to small, minority & women-owned businesses

Tax rates:

Corporate income tax	4%-8% of net taxable income. 8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.
Personal income tax	2%-6%
Sales tax	4%
Franchise and incorp. tax	$1.50/M
Inventory tax	15% of fair share market value
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	21
Two-year or junior colleges	4
Vocational & technical schools	40

Medical facilities:

Hospitals	185
Clinics	NA

Labor analysis:

Civilian labor force	1,927,300 (10/89)
High school graduates	43,034 (1988-89 school yr.)

For additional labor market information, contact: Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Secretary, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, LA 70804-4066, 504/342-9103

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
LOUISIANA	4,204.0	4,467.9
Alexandria	51.6	51.5
Baton Rouge	220.0	241.9
Bossier City	50.0	58.9
Houma	32.6	33.3
Kenner	66.4	75.5
Lafayette	82.0	97.3
Lake Charles	75.0	73.8
Monroe	57.6	57.0
New Iberia	32.7	NA
New Orleans	557.5	546.5
Shreveport	206.0	219.0
Slidell	27.0	37.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Alexandria	135.3	139.1
Baton Rouge	494.0	543.2
Houma-Thibodaux	176.9	184.2
Lafayette	190.2	213.1
Lake Charles	167.0	172.8
Monroe	139.2	145.1
New Orleans	1,256.0	1,324.4
Shreveport	333.0	362.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA	172.8	43.3	10.93
Baton Rouge	19.8	44.5	12.73
New Orleans	43.8	41.6	10.74
Shreveport	16.0	40.5	9.99

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA	172.8	124.8	6.5
Alexandria	3.4	3.8	6.2
Baton Rouge	19.8	14.9	5.5
Houma-Thibodaux	4.5	3.9	5.6
Lafayette	7.8	5.4	5.3
Monroe	7.2	4.3	6.2
New Orleans	43.8	35.8	5.9
Shreveport	16.0	14.3	8.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/89	Shreveport 11/88
Office, professional, & technical		
Payroll clerks	$ 8.66	7.86
Accounting clerks	8.38	7.49
File clerks	6.04	4.52
Typists	7.62	NA
Key entry operators	7.70	6.06
Secretaries	10.37	8.71
Switchbd opr-receptionists	6.75	6.02
Word processors	8.58	NA
Drafters	11.87*	11.20
Electronics technicians	NA*	15.59
Computer operators	9.13*	8.34
Computer programmers	15.27*	13.42
Computer systems analysts	18.23*	17.50
Maintenance & powerplant		
Carpenters	12.19	NA
Electricians	13.42	15.71
Engineers, stationary	11.84	NA
Machinists	14.86	NA
Mechanics (machinery)	13.68	12.77
Custodial & material movement		
Guards	4.80	4.59
Janitors, porters & cleaners	3.97	4.30
Laborers, material handling	9.79	NA
Shippers & receivers	NA	NA
Truckdrivers	8.98	9.09
Forklift operators	8.82	9.11

*10/88 figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	84.1	NA	NA
MANUFACTURING	170.1	42.4	10.91
DURABLE GOODS	75.2	42.4	9.81
Lumber & wood prods.-SIC 24	12.5	43.1	8.28
Furniture & fixtures-SIC 25	0.6	NA	NA
Stone, clay, & glass prods.-SIC 32	5.5	41.2	9.01
Primary metal industries-SIC 33	3.0	NA	NA
Fabricated metal products-SIC 34	12.3	44.3	9.63
Machinery, except electrical-SIC 35	9.0	43.1	9.19
Electrical & electronic equip.-SIC 36	6.9	42.4	12.40
Transportation equipment-SIC 37	23.1	41.0	10.76
Food & kindred prods.	20.6	39.3	7.76

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 4, 5, 8, 9, 11, 15, 17, 20, 24
Baton Rouge 3, 4, 9, 10, 14, 16, 20, 23

ST. CHARLES PARISH

WE'VE GOT THE POWER TO MAKE IT HAPPEN

- Center of petro-chemical production
- Unlimited electrical energy supply
- Deepwater river access
- Foreign Trade Zone #124
- Direct access to international airport
- Modern business and industrial park sites available
- Superior school system
- Rural atmosphere minutes from downtown New Orleans
- Recreational hunting, fishing, and boating
- Home of several historical and cultural attractions

FOR FURTHER INFORMATION, CONTACT:

Debra A. Dufresne, Coordinator
Economic Development Section
St. Charles Parish
P.O. Box 302 Hahnville, LA 70057
(504) 783-6607 / (504) 466-1990
FAX# (504) 783-6447

Circle No. 41 on Brochure Service Card

The Sweetest Part of
Louisiana
"and getting sweeter all the time"

Dozens of prime industrial sites — hundreds of available productive workers — miles and miles of navigable waters — 4 fine ports and 3 busy airports — in a happy place to live!

South Louisiana Economic Council
Box 2048, Nicholls State Univ., Thibodaux, LA 70310
Phone: (504) 448-4485 • JTPA Funded • FAX: (504) 448-4486
Circle 42 on Brochure Service Card

Bossier City 4, 5, 7, 8 (Shreveport)
Houma 8 (New Orleans)
Kenner 3, 4 (New Orleans)
Lafayette 8, 11, 14, 15, 17, 20
Lake Charles 4, 8, 9, 11, 15, 20
Monroe 1, 5, 9, 11, 16, 19, 20, 24
New Iberia 8 (Lafayette)
New Orleans 2-4, 6, 8-10, 12-14, 16, 18-23, 25-31
Shreveport 4, 5, 7-11, 15, 16, 20, 23
Slidell 3, 6 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. CSX Transportation, Inc.
3. Illinois Central
4. Kansas City Southern Railway Co.
5. Midsouth Rail Corp. (Mid Louisiana Rail Corp.)
6. Norfolk Southern Corp.
7. St. Louis Southwestern Co.
8. Southern Pacific Transportation Co.
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle
12. Aviateca
13. Carnival Air Lines
14. Continental
15. Continental Express-Britt South
16. Delta
17. Delta Connection-Atlantic Southeast
18. Eastern
19. Emerald Airlines
20. L'Express Airlines
21. Lacsa
22. Midway Airlines, Inc.
23. Northwest
24. Northwest Airlink-Express Airlines I
25. Pan American
26. Sahsa
27. Southwest Airlines
28. Taca S.A.
29. TWA
30. United
31. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Alexandria — 2e, 1g, 13g
Baton Rouge — 9e, 6g, 8g, 12g, 17g
Bossier City — 3g, 18e
Houma — 10eg, 16g
Kenner — 14e, 12g
Lafayette — 11e, 4g, 13g
Lake Charles — 9e, 7g
Monroe — 14e, 4g, 12g
New Iberia — 5e, 7g
New Orleans — 14e, 15eg, 12g
Shreveport — 3g, 18e
Slidell City — 5e, 12g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
3. Arkansas Louisiana Gas Co.,
   Transcontinental Towers, 330 Marshall St., Box 21734, Shreveport 71151
4. Atmos Energy Corp. Box 650205,
   Dallas, TX 70265-0205
5. Central Louisiana Electric Co., Inc.
   2030 Donahue Ferry Rd., Pineville 71360-5226
6. Denham Springs City Utilities, 941
   Government St., Denham Springs 70726
7. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
8. Gas Utility District No. 1 of EBRP,
   10633 Zachary Deerford Rd, Zachary 70791
9. Gulf States Utilities Co.
   350 Pine St., Box 2951, Beaumont, TX 77704
10. Houma Municipal Gas System,
    Houma Light & Water Dept., City Hall,
    Box 6097, Houma 70360
11. Lafayette Utilities System
    Box 4017-C, Lafayette 70502
12. Louisiana Gas Service Co.
    1233 Westbank Exp., Box 433, Harvey 70059
13. Louisiana Intrastate Gas Corp.
    1412 Centre Court., Alexandria 71301
14. Louisiana Power & Light Co.
    317 Baronne St., New Orleans 70160
15. New Orleans Public Service, Inc.
    317 Baronne St., New Orleans 70160
16. Oceana Heights Gas Co.
    302 Schriever Hwy., Thibodaux 70301
17. Polaris Corp.
    8081 G.S.R.I, Baton Rouge 70820
18. Southwestern Electric Power Co.
    428 Travis St., Box 21106, Shreveport 71156

Rural utilities contacts:

Cajun Elec. Power Co-op
Todd Tarbox, Pub. Affairs Mgr.
P.O. Box 15540, Baton Rouge 70895
504/291-3060

Assn. of La. Elec. Co-ops
Mac Trahan
10725 Airline Hwy.
Baton Rouge 70816
504/293-3450

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	20	700
Clays	534	14,141
Gem stones	NA	1
Salt	13,106	109,445
Sand & gravel:		
Construction	10,200	44,000
Industrial	300	4,200

Stone (crushed)	3,700	31,300
Sulfur (Frasch) — thou. metric tons	1,731	W
Combined value of cement (masonry 1987), gypsum (1987-88), lime, stone (crushed/misc.), and value indicated by symbol W		228,936
Total 1988 (preliminary)		432,723

* thousand short tons except as noted
** excludes certain stores
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Price, Harold
Asst. Sect. Econ. Dev.
Office of Commerce
and Industry
P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Areas & Others

Hahnville
Dufresane, Debra A., Econ. Dev. Coord.
St. Charles Parish
P.O. Box 302, 70057
504/783-6607
504/466-1990
Wynn, Janice S.
Econ. Dev. Specialist
Gulf States Utilities Co.
P.O. Box 2431, 70821
504/767-1802

Lafayette
Hoglan, Curt, Exec. V.P.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51439, 70505-1439
318/234-2986

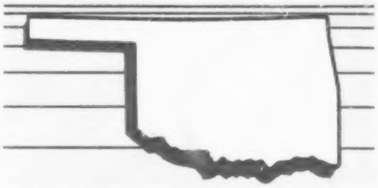
New Iberia
Oubre, John J., Exec Dir.
Port of Iberia
P.O. Box 9986, 70562-9986
318/364-1065

New Orleans
Bistes, II, Joseph M., Dir., Mktg.
Almonaster-Michoud Ind. Distr.
P.O. Box 29300, 70129
504/254-2227
Spicer III, Henry C., Mngr.
Econ. Dev. Group
Louisiana Power & Light Co.
142 Delaronde St., 70114
504/363-8870

Port Allen
St. Cyr, Karen K., Zone Mngr.
Gtr. Baton Rouge Port Comm., Grantee
P.O. Box 380, 70767-0380
504/387-4207

Shreveport
Kessler, A.B., Econ. Dev. Mngr.
Gtr. Shreveport EDF
P.O. Box 20074, 71120-0074
318/677-2504
Baremore, Neal, Dir.
Southwestern Electric Power
P.O. Box 21106, 71156
318/222-2141

Thibodaux
Foltz, John, Dir.
S. Louisiana Econ. Council
P. O. Box 2048, 70310
504/448-4485



OKLAHOMA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, & equip.
- Free port law
- Aid for job training
- State programs

Tax rates:

Corporate income tax	5%
Personal income tax	6% maximum
Sales tax	4%
Franchise & incorp tax	$1.25/M; $20,000 maximum
Inventory tax	local
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	24
Two-year or junior colleges	21
Vocational & business schools	48

Medical facilities:

Hospitals	165
Clinics	NA

Labor analysis:

Civilian labor force	1,519,100 (10/89)
High school graduates	36,773 (1989)
Mfg. workers in unions	13.2%

For additional labor market information, contact: Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7260

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, OK 73105, 405/271-5220

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
OKLAHOMA	3,025.3	3,317.5
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	61.1
Lawton	80.1	84.1
Midwest City	49.6	53.5
Moore	35.1	NA
Muskogee	40.0	41.9
Norman	68.0	79.3
Oklahoma City	403.2	437.7
Ponca City	26.2	NA
Shawnee	26.5	26.8
Stillwater	38.3	NA
Tulsa	360.9	374.9

What Comes To Mind When We Say, "Tulsa"?

Nothing? That's a shame. Because Tulsa consistently surprises newcomers. Fill in your blank about Tulsa by writing or calling Mickey Thompson at the Metropolitan Tulsa Chamber of Commerce, 616 South Boston, Tulsa, OK 74119. 918 585-1201.

Because Tulsa's got a lot for you to think about.

Tulsa's Out To Change Your State Of Mind.

Circle No. 43 on Brochure Service Card

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Enid	62.8	61.1
Fort Smith, AR/OK	162.5	183.8
Lawton	112.5	119.1
Oklahoma City	861.0	983.8
Tulsa	689.6	747.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA	164.3	41.9	10.56
Oklahoma City	49.4	43.8	11.08
Tulsa	50.1	42.0	10.91

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA	164.3	73.6	4.8
Enid	1.5	1.1	4.2
Lawton	3.8	2.3	4.6
Oklahoma City	49.4	20.7	4.2
Tulsa	50.1	17.3	5.0

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8/86
Office, professional, & technical	
Payroll clerks	$ 8.01
Accounting clerks	7.81
File clerks	5.55
Typists	6.15
Key entry operators	6.96
Secretaries	9.01
Stenographers	NA
Switchbd opr-recept's	6.22
Word processors	7.15
Drafters	9.28
Electronics technicians	NA
Computer operators	8.14
Computer programmers	12.05
Computer systems analysts	15.51
Maintenance & powerplant	
Carpenters	NA
Electricians	14.34
Engineers, stationary	13.20
Machinists	NA
Mechanics (machinery)	11.29
Tool & die makers	14.65
Custodial & material movement	
Guards	5.59
Janitors, porters & cleaners	5.51
Laborers, material handling	6.97
Shippers & receivers	8.79
Truckdrivers	9.04
Forklift operators	10.44

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	34.4	39.2	10.95
MANUFACTURING	162.8	41.1	10.35
DURABLE GOODS	101.6	41.5	11.05
Lumber & wood prods.-SIC 24	3.1	NA	NA
Stone, clay, & glass prods.-SIC 32	10.4	43.2	10.98
Primary metal industries-SIC 33	4.6	43.2	10.33
Fabricated metal products-SIC 34	15.5	42.0	9.13
Machinery, except electrical-SIC 35	31.7	41.5	11.0
Electrical & electronic equip.-SIC 36	8.9	41.5	10.65
Transportation equipment-SIC 37	20.3	39.8	14.15
Instruments & related prods.-SIC 38	2.8	45.3	10.54
Food & kindred prods.	13.9	42.1	7.91

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1, 3, 5, 11
Lawton 2, 3, 7, 10
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2-4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 6, 8, 9, 12-15
Ponca City 1, 11
Shawnee 1, 3 (Oklahoma City)
Stillwater 1 (Oklahoma City)
Tulsa 1-4, 6, 8, 9, 11-15

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. (Oklahoma-Kansas-Texas)
4. Union Pacific Railroad
5. Grainbelt Corp.

Airlines

6. American
7. American Eagle
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Exec Express II
12. Northwest
13. Southwest Airlines
14. TWA
15. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 8e, 3g, 4g
Broken Arrow — 8e
Del City — 5e
Edmond — 2e
Enid — 5e, 6g
Lawton — 8e, 1g
Midwest City — 5e
Moore — 5e
Muskogee — 5e, 6g
Norman — 5e, 6g
Oklahoma City — 5e, 6g
Ponca City — 7e, 6g
Shawnee — 5e, 6g
Stillwater — 9e, 6g
Tulsa — 8e, 1g, 6g

1. Arkansas Louisiana Gas Co.
   Trans Continental Towers, 330
   Marshall St., Box 21734, Shreveport,
   LA 71151
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. Kansas Power & Light Co.
   818 Kansas Ave., Box 889, Topeka,
   KS 66601
4. LeAnn Gas Co.
   Box 420, Ochelata 74051
5. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City
   73102-3405
6. ONEOK Inc.
   100 W. 5th St., Tulsa 74103
7. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City
   74602
8. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
9. Stillwater Mun. Electric Dept.
   723 S. Lewis, Box 1449, Stillwater
   74076

Utilities serving cities under 25,000:

KAMO Elec. Co-op, Inc.
Roy Beavers, Mem. & P.R. Mgr.
P.O. Drawer 577, Vinita 74301
918/256-5551

Okla. Assn. of Elec. Co-ops
Joe Harris
P.O. Box 11047
Oklahoma City 73136
405/478-1455

Western Farmers Elec. Co-op
Jerry Sasek, Legal Svcs. Mgr.
P.O. Box 429, Anadarko 73005
405/247-3351

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	45	2,700
Portland	1,400	54,200
Clays	740	1,637
Gem stones	NA	8
Gypsum	1,639	12,457
Sand & gravel:		
Construction	10,000	23,400
Industrial	1,200	17,000
Stone:		
Crushed**	23,400	74,200
Dimension	8	785
Combined value of feldspar, iodine, lime, pumice (1986), salt, stone (crushed dolomite, 1987-88), and tripoli		28,781
Total 1988 (preliminary)		215,168

* thousand short tons
** excludes crushed dolomite

DEVELOPMENT COUNSELORS:

State Development Agency

Paulsen, Donald D., Exec. Dir.
Okla. Dept. of Commerce
6601 Broadway Ext., P.O. Box 26980
Oklahoma City, OK 73126-0980
405/843-9770
1-800/443-OKLA

Areas & Others

Ardmore
Stucky, Wes,
Ardmore Dev. Authority
P.O. Box 1585, 73402
405/223-6162

Bartlesville
Dennis, Larry, Pres.
Bartlesville Cham. of Comm.
P.O. Box 2366, 74005
918/336-8708

Edmond
Stanford, Buddy, Exec. Dir.
Edmond Ind. Dev. Assoc.
P.O. Box 2347, 73083
405/340-0116

Enid
Michalski, Michael C., Pres. & CEO
Gtr. Enid Cham. of Comm.
P.O. Box 908
210 Kenwood Blvd, 73702
405/237-2494

El Reno
Rainey, Ron Eugene, Exec. V.P.
El Reno Cham. of Comm.
P.O. Box 67, 73036
405/262-1188
Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Econ. Dev. Fdtn., Inc.
4 Santa Fe Plz., 73102
405/232-8955
Marks, Gary, Mngr. Eco. Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73102
405/272-3460

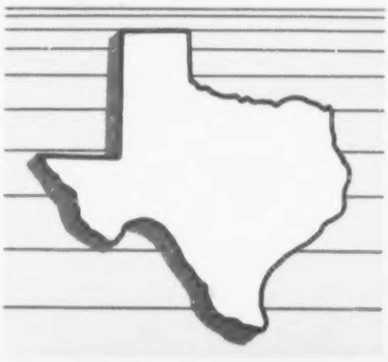
Shawnee
Manley, Wayne, Exec. Dir.
Central OK Eco. Dev. Dist.
400 North Bell, 74801
405/273-6410

Tulsa
Ellis, Dwight E., Mngr. Econ. Dev.
Okla. Natural Gas. Co.
P.O. Box 871, 74101
918/588-7547

Jackson, Bob, Ind. Dev. Coord.
Public Service Co. of Oklahoma
P.O. Box 201, 74102
918/599-2289

Thompson, Mickey, Mktg. Mgr.
Econ. Dev. Div.
Metro Tulsa Chamber of Comm.
616 S. Boston Ave., 74119
918/585-1201

Jackson, Bob,
Public Service of Oklahoma
P.O. Box 201, 74102
918/599-2289



TEXAS

STATE INFORMATION:

Financial assistance to industry:
Bonds for pollution control
Industrial revenue bonds
Texas Rural Industrial Dev. Act

Tax rates:
Corporate income tax.................. none
Personal income tax...................... none
Personal property tax .... varies
Sales tax .....6% plus applicable local rates
Incorporation tax .... none
Franchise tax...$5.25/$1,000 of taxable capital
Inventory tax.............................. varies
Gasoline tax .... $.15/gal.

Advanced education facilities:
Institutes of higher education........136 (incorporates public, private, and jr. and sr. colleges and universities)
Vocational & business schools......500

Medical facilities:
Hospitals 553
Clinics.. NA

Labor analysis:
Civilian labor force......8,308,000 (1988)
High-school grads. ...171,436 (1987-88)
For additional labor market information, contact: Employ. Commission, TEC Bldg., 12th & Trinity, Austin, TX 78778, 512/463-2222

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
TEXAS	14,228.4	16,918.9
Abilene	98.3	115.5
Amarillo	149.2	163.9
Arlington	160.1	260.2
Austin	345.5	491.0
Baytown	56.9	60.8
Beaumont	118.1	120.4
Brownsville	85.0	105.6
Bryan	44.3	64.5
Carrollton	40.6	57.8
College Station	37.3	49.5
Corpus Christi	232.0	270.1
Dallas	904.1	1,019.9
Del Rio	30.0	NA
Denison	23.9	24.8
Denton	48.1	59.7
Duncanville	27.8	NA
Edinburg	24.1	32.5
El Paso	425.3	503.1
Fort Worth	385.1	443.2
Galveston	61.9	60.5
Garland	138.9	179.7
Grand Prairie	71.5	98.4
Haltom City	29.0	NA
Harlingen	43.5	56.5
Houston	1,594.1	1,717.3
Hurst	31.4	NA
Irving	109.9	134.4
Killeen	46.3	64.2
Kingsville	28.8	NA
Laredo	91.4	119.2
Longview	62.8	73.4
Lubbock	174.0	187.2
Lufkin	28.6	NA

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Texas

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TEXAS

Marshall	25.0	24.2
McAllen	67.0	87.3
Mesquite	67.1	90.5
Midland	70.5	101.3
Mission	22.6	32.3
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	99.9
Paris	25.5	NA
Pasadena	112.6	115.3
Plano	72.3	117.2
Port Arthur	61.2	63.0
Richardson	72.5	80.2
San Angelo	73.2	87.2
San Antonio	785.4	984.6
Sherman	30.4	32.2
Temple	42.5	48.8
Texarkana*	52.8	56.6
Texas City	41.4	42.1
Tyler	70.5	76.2
Victoria	50.7	57.2
Waco	101.3	107.4
Wichita Falls	94.2	99.3

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980 — Thousands —	Estimate 1988
Abilene	110.9	124.9
Amarillo	173.7	197.0
Austin	536.5	746.1
Beaumont-Port Arthur	375.5	379.0
*Brazoria	170.0	196.8
Brownsville-Harlingen	209.7	262.9
Bryan-College Station	93.6	124.9
Corpus Christi	326.2	362.1
*Dallas	1,957.0	2,476.2
El Paso	479.9	579.7
*Fort Worth-Arlington	973.0	1,277.8
*Galveston-Texas City	195.9	214.8
*Houston	2,905.4	3,197.1
Killeen-Temple	214.7	248.9
Laredo	99.3	122.6
Longview-Marshall	151.8	169.1
Lubbock	211.7	224.5
*McAllen-Edinburg-Mission	283.2	376.6
Midland	82.6	112.5
Odessa	115.4	127.3
San Angelo	84.8	98.8
San Antonio	1,072.0	1,298.2
Sherman-Denison	89.8	98.5
Texarkana, TX/AR	113.1	122.3
Tyler	128.4	154.9
Victoria	68.8	76.4
Waco	170.8	192.3
Wichita Falls	121.1	126.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	970.1	41.8	10.27
Dallas	219.9	42.3	10.33
Ft. Worth-Arlington	121.0	41.1	11.11
Houston	158.6	43.8	11.87
San Antonio	47.6	40.2	7.44

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS	970.1	500.1	6.0
Abilene	5.0	3.1	5.7
Amarillo	8.7	4.8	4.9
Austin	42.3	20.5	4.9
Beaumont-Port Arthur	25.5	12.1	7.5
Brazoria	16.0	5.1	6.1
Brownsville-Harlingen	10.2	11.0	11.0
Bryan-College Station	3.7	2.4	3.9
Corpus Christi	11.3	11.3	7.2
Dallas	219.9	72.6	5.0
El Paso	41.7	23.8	9.7
Fort Worth-Arlington	121.0	34.8	5.1
Galveston-Texas City	8.3	7.4	7.1
Houston	158.6	88.7	5.4
Killeen-Temple	8.4	6.6	6.8
Laredo	1.9	4.9	9.8
Longview-Marshall	15.3	5.8	7.3
Lubbock	7.6	4.7	4.1
McAllen-Edinburg-Mission	13.6	25.2	16.4
Midland	2.5	2.7	5.5
Odessa	3.9	3.6	7.1
San Angelo	5.4	2.4	5.4
San Antonio	47.6	40.8	6.8
Sherman-Denison	11.0	2.4	5.1
Texarkana	7.6	3.4	5.8
Tyler	11.4	4.7	6.3
Victoria	3.1	1.9	5.2
Waco	15.1	4.8	5.2
Wichita Falls	8.1	2.9	5.1

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	327.8	NA	NA
MANUFACTURING	958.8	41.7	9.97
DURABLE GOODS	554.4	42.1	9.88
Lumber & wood prods.-SIC 24	34.2	41.3	7.15
Furniture & fixtures-SIC 25	16.1	39.9	6.59
Stone, clay, & glass prods.-SIC 32	41.9	42.5	9.36

Area Wage Survey

Average straight-time hourly earnings

	Dallas Fort Worth 12/88	Houston 4/89	San Antonio 7/88	Corpus Christi 7/88	Austin 8/88	Longview Marshall 8/89
Office, professional, & technical						
Payroll clerks	$ 8.45	9.80	7.62	7.30	8.25	8.26
Accounting clerks	8.34	9.02	7.31	6.86	7.60	7.84
File clerks	6.00	7.52	5.54	NA	5.80	NA
Typists	6.94	8.23	6.22	NA	7.32	NA
Key entry operators	7.56	8.14	6.62	6.50	7.38	6.58
Secretaries	10.46	11.63	9.32	8.81	9.33	8.50
Stenographers	10.51	10.22	9.23	NA	NA	NA
Switchbd opr-receptionists	7.42	7.13	6.00	5.90	6.59	6.82
Word processors	9.71	9.98	7.28	NA	8.13	NA
Drafters	12.06	14.50	10.18	10.81	10.14	12.45
Electronics technicians	13.19	12.91	13.81	NA	13.04	14.55
Computer operators	9.96	10.76	8.24	7.64	9.23	9.16
Computer programmers	14.11	15.79	13.62	NA	NA	17.09
Computer systems analysts	17.92	21.11	18.94	NA	20.49	NA
Maintenance & powerplant (men)						
Carpenters	13.62	12.80	NA	NA	NA	NA
Electricians	14.71	15.12	10.70	14.52	12.91	12.79
Engineers, stationary	14.07	13.44	NA	NA	12.36	13.48
Machinists	13.82	15.10	NA	15.37	NA	15.19
Mechanics (machinery)	12.65	14.24	10.48	14.77	11.55	14.12
Tool & die makers	14.29	12.96	NA	NA	NA	13.66
Custodial & material movement (men)						
Guards	5.72	5.62	4.15	NA	4.63	NA
Janitors, porters & cleaners	5.17	4.13	4.31	3.98	4.54	4.45
Laborers, material handling	8.78	7.58	6.04	5.66	6.97	NA
Shippers & receivers	9.28	9.55	6.43	NA	NA	9.08
Truckdrivers	11.15	9.75	7.57	7.73	9.08	8.81
Forklift operators	9.18	9.42	7.75	NA	8.09	10.52

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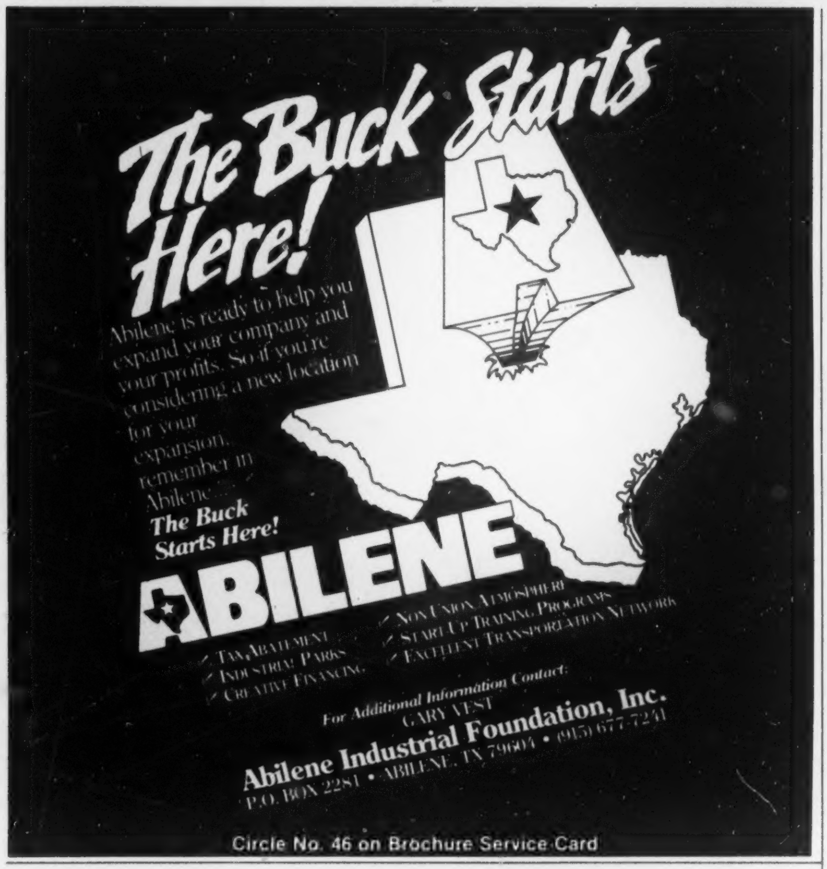

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Primary metal industries-SIC 33	28.5	41.8	10.68
Fabricated metal products-SIC 34	75.6	42.9	8.98
Machinery, except electrical-SIC 35	105.2	43.2	9.97
Electrical & electronic equip.-SIC 36	117.4	40.9	10.66
Transportation equipment-SIC 37	97.2	43.4	12.79
Instruments & related prods.-SIC 38	24.1	40.2	9.33
Misc. mfg. industries-SIC 39	14.3	37.8	7.05
Food & kindred prods.	96.6	41.9	8.22

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 9, 15, 21, 25
Amarillo 1, 2, 14, 24, 39, 46
Arlington 5, 9 (D)
Austin 5, 8, 9, 14, 16, 21, 22, 24, 35, 36, 39, 42-44
Baytown 8, 9 (Houston)
Beaumont 1, 4, 7-9, 15, 21, 23, 25
Brownsville 8, 9, 21
Bryan 8, 9 (College Station)
Carrollton 2, 5, 7 (D)
College Station 8, 9, 15, 23, 25
Corpus Christi 8, 9, 14, 21-23, 39
Dallas 1, 2, 4, 5, 7-9, 13-15, 18, 19, 22, 24-26, 29-36, 39, 41-44
Del Rio 8 (San Antonio)
Denton 1, 5, 9 (D)
Duncanville 1 (D)
El Paso 1, 7-9, 14, 16, 22, 24, 38, 39
Fort Worth 1, 2, 5, 7-9 (see Dallas for airlines)
Galveston 1, 2, 5, 8, 9 (Houston)
Garland 1, 5 (D)
Grand Prairie 5, 9 (D)
Haltom City (D)
Harlingen 7-9, 14, 22, 39
Houston 1-3, 5-14, 17, 19-24, 27, 29, 35-37, 39, 40, 42-45
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 1, 15, 25
Kingsville 9 (Corpus Christi)
Laredo 9, 15, 21, 23, 28
Longview 1, 9, 15, 25, 31
Lubbock 1, 2, 14, 16, 24, 39
Lufkin 7, 8 (Houston)
McAllen 8, 9, 21, 22
Mesquite 9 (D)
Midland 9, 14, 16, 39
Nacogdoches 8 (Longview)
North Richland Hills (D)
Odessa 9 (Midland)
Paris 1, 2, 9, 26
Pasadena 1, 5, 8, 9 (Houston)
Plano 7, 8 (D)
Port Arthur 4, 8 (Beaumont)
Richardson 1, 8 (D)
San Angelo 1, 15, 21, 25
San Antonio 5, 8, 9, 14, 16, 21, 22, 24, 28, 32, 35, 36, 39, 42-44
Sherman 2, 5, 7-9 (D)
Temple 1, 5, 26
Texarkana 4, 7, 9, 15, 25
Texas City 1, 2, 5, 8, 9 (Houston)
Tyler 7, 9, 15, 21, 25
Victoria 7-9, 23
Waco 5, 7-9, 15, 25
Wichita Falls 2, 5, 15, 25

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas (Oklahoma-Kansas-Texas)
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Southern Pacific Trans. Co.
9. Union Pacific Railroad
10. Houston Belt & Terminal Rwy.

Airlines

11. Aeromexico
12. Air France
13. Alaska Airlines
14. American
15. American Eagle
16. America West
17. Aviateca
18. Braniff
19. British Airways
20. Cayman Airways, Ltd.
21. Conquest Airlines
22. Continental
23. Continental Express-Britt Airways
24. Delta
25. Delta Connection—Atlantic Southeast
26. Exec Express II
27. KLM
28. Laredo Air, Inc.
29. Lufthansa
30. Mesa Airlines
31. Metroflight Airlines
32. Mexicana
33. Midway Airlines, Inc.
34. Midwest Express
35. Northwest
36. Pan American
37. Sahsa
38. Servicio Aereo Leo Lopez
39. Southwest Airlines
40. Taca Int'l.
41. Thai Airways Int'l.
42. TWA
43. United
44. USAir
45. Viasa
46. Continental Express-Rocky Mountain Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 32e, 19g
Amarillo — 26e, 2g
Arlington — 29e, 19g
Austin — 3e, 19g, 23g
Baytown — 18e, 13g
Beaumont — 16e, 13g
Brownsville — 4e, 21g
Bryan — 5e, 19g
Carrollton — 29e, 19g
College Station — 7e, 19g
Corpus Christi — 5e, 6e, 7g, 8g
Dallas — 29e, 9g, 19g, 30g

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1. Arkansas-Louisana Gas Co.
   P.O. Box 751, Little Rock, AR 72203
2. Atmos Energy Corp.
   Box 650205, Dallas 75265-0205
3. Austin Electric Dept.
   P.O. Box 1088, Austin 78767
4. Brownsville Public Util. Bd.
   1425 Robin Hood Dr., Box 3270, Brownsville 78520
5. Bryan Mun. Electric System
   300 S. Washington, Box 1000, Bryan 77805
6. Central Power & Light Co.
   539 N. Carancahua St., Box 2121, Corpus Christi 78403
7. College Station Utilities
   1101 S. Texas Ave., Box 9960, College Station 77840
8. Corpus Christi Gas Dept.
   4225 S. Port Ave., Corpus Christi 78415-5311
9. Delhi Gas Pipeline Corp.
   1700 Pacific Ave., Dallas 75201-4696
10. Del Rio Gas System
    201 E. De La Rosa, Del Rio 78840
11. Denton Mun. Utilities
    215 E. McKinney, Denton 76201
12. El Paso Electric Co.
    No. 9 Civic Center Plaza, El Paso 79901 303 N. Oregon, Box 982, El Pasco 79960
13. Entex Inc.
    P.O. Box 2628, Houston 77001
14. Garland Power & Light System
    Box 469002, Garland 75046-9002
15. Grey Forest Utilities
    14570 Bandera Rd., Helotes 78023
16. Gulf States Utilities Co.
    350 Pine St., Box 2951, Beaumont 77704

Del Rio — 6e, 10g, 28g
Denton — 11e, 19g
Duncanville — 29e, 19g
El Paso — 12e, 23g
Fort Worth — 29e, 19g
Galveston — 18e, 23g
Garland — 14e, 29e, 19g
Grand Prairie — 29e, 19g
Haltom City — 29e, 19g
Harlingen — 6e, 21g
Houston — 18e, 13g
Hurst — 29e, 19g
Irving — 29e, 17g, 19g
Killeen — 29e, 19g
Kingsville — 6e, 13g
Laredo — 6e, 13g
Longview — 25e, 19g
Lubbock — 20e, 26e, 2g
Lufkin — 29e, 13g
McAllen — 6e, 21g
Mesquite — 29e, 19g
Midland — 29e, 2g
Nacogdoches — 29e, 13g
North Richland Hills — 29e, 19g
Odessa — 29e, 2g
Paris — 29e, 19g
Pasadena — 18e, 13g
Plano — 29e, 19g
Port Arthur — 16e, 23g
Richardson — 29e, 19g
San Angelo — 32e, 19g
San Antonio — 22eg, 15g, 24g
Sherman — 29e, 19g
Temple — 29e, 19g
Texarkana — 25e, 1g
Texas City — 25e, 12g, 27e, 13g
Tyler — 29e, 13g, 19g
Victoria — 6e, 13g
Waco — 29e, 19g
Wichita Falls — 29e, 19g

TAXES.

They're lower in Dallas.

Circle No. 47 on Brochure Service Card

17. Hadson Gas Systems, Inc.
    600 EJ Carpenter Frwy, Irving 75062-3990
18. Houston Lighting & Power Co.
    P.O. Box 1700, Houston 77001
19. Lone Star Gas Co.
    301 S. Harwood, Dallas 75201
20. Lubbock Power & Light Dept.
    P.O. Box 2000, Lubbock 79457
21. Rio Grande Valley Gas Co.
    355 W. Elizabeth St., Brownsville 78520
22. San Antonio Public Service Bd.
    145 Navarro St., Box 1771, San Antonio 78296
23. Southern Union Co. & Consolidated Subsidiaries
    1800 Renaissance Tower
    Dallas 75270
24. South Texas Gas Co.
    1530 Milam Bldg., San Antonio 78205
25. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106
    Shreveport, LA 71156
26. Southwestern Pub. Service Co.
    6th at Tyler, Box 1261, Amarillo 79170
27. Texas-New Mexico Power Co.
    4100 Int'l Plaza, Box 2943, Ft. Worth 76113
28. Texas Oil & Gas Corp.
    1700 Pacific Ave., Dallas 75201-4996
29. Texas Utilities Co.,
    2001 Bryan Tower, Dallas 75201
30. Texas Utilities Fuel Co.
    400 N. Olive St., Dallas 75201
31. Western Gas Corp.
    110 E. Cotton, Longview 75601
32. West Texas Utilities Co.
    301 Cypress, Abilene 79601-5820

Rural utilities contacts:

Brazos Elec. Power Co-op, Inc.
Francis M. Bushnell, Jr., P. R. Mgr.
P.O. Box 6296, Waco 76706
817/752-2501

Golden Spread Elec. Co-op, Inc.
Robert W. Bryant, Gen. Mgr.
P.O. Box 9898, Amarillo 79105
806/379-7766

Northeast Texas Elec. Co-op, Inc.
Richard K. Thomas, Gen. Mgr.
211 East Tyler St., S-507
Longview 75601
214/757-3282

Rayburn County Elec. Co-op
John W. Kirkland, Pres.
750 Interstate 30, Ste. 140
Greenville 75087
214/722-1336

Sam Rayburn G&T, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches 75961
409/560-9532

San Miguel Elec. Co-op, Inc.
Richard McCaskill, Gen. Mgr.
P.O. Box 280, Jourdanton 78026
512/784-3411

South Texas Elec. Co-op
Anna Rippamonti, Admin. Asst.
P.O. Box 119, Nursery 77976
512/575-6491

Texas Elec. Co-ops, Inc.
Dennis Engelke, Rural Dev. Dir.
P.O. Box 9589, Austin 78766
512/454-0311

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	7,700	344,600
Masonry	140	9,200
Clays**	3,359	17,538
Gem stones	NA	340
Gypsum	1,680	13,278
Lime	1,209	62,607
Salt	8,226	58,666
Sand & gravel:		
Construction	49,400	170,600
Industrial	1,540	23,400
Stone:		
Crushed	81,100	285,400
Dimension	108	8,310
Sulfur (Frasch) — thou. metric tons	2,469	W
Talc & pyrophyllite	248	4,239
Combined value of asphalt (native, 1986), clays (ball, fuller's earth, kaolin, 1986/88), fluorspar (1986/88), helium, iron ore (usable), magnesium compounds, magnesium metal, sodium sulfate (natural), and value indicated by symbol W		488,262
Total 1988 (preliminary)		1,486,440

* thousand short tons except as noted

** excludes ball, fuller's earth, kaolin

W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Taylor, William D., Exec. Dir.
Texas Dept. of Commerce
P.O. Box 12728, Capitol Sta.
Austin, TX 78711
512/472-5059

Areas & Others

Abilene

Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79604
915/677-7241

Amarillo

Krebs, Jonathan D. Area Dev. Mgr.
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2183

Austin

Rios-Valdez, Rosa, Mgr., Econ. Dev.
Lower Colorado River Auth.
P.O. Box 220, 78767
512/473-3399

Beaumont

Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Cleburne

Moss, Lloyd E, & C.I.D., Mgr.
City of Cleburne
P.O. Box 657, 76031
817/641-3321

Corpus Christi

Crutchfield, John N., Eco. Dev. Mngr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698

Bee, Ed, C.I.D., V.P.
Corpus Christi Area Econ. Dev. Corp.
1201 N. Shoreline Dr., PA
P.O. Box 640, 78403
512/883-5571

Dallas

Nelson, Larry, Dir.
Lone Star Gas Company
301 S. Harwood St., 75201
214/741-3711

Executive Director
Greater Dallas Chamber
1201 Elm St., Ste. 2000, 75270
214/746-6600

Dresher

Southard-Franco, Judy
Southard Company
715 Twining Rd., Ste. 102, PA 19025
215/576-7181

Dumas

El Paso

Page, Charles H., III, Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch

Nichols, Norma, Dir.
City of Farmers Branch
P.O. Box 819010, 75381-9010
214/247-3131

Fort Worth

Brooks, Norman, G., Field Ops. Dir.
Prop. Mgt. Div.
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506

Beck, Terry
Texas-New Mexico Power Co.
P.O. Box 2943, 76113
817/731-0099

Dietmeyer, Vicki, Group V.P., Econ. Dev.
Fort Worth Chamber of Comm.
777 Taylor St., Ste. 900, 76102-4920
817/336-2491

Garland

Director
Garland Econ. Dev.
3960 Broadway, Ste. 200, 75043
214/494-7145

Houston

Fuller, Kent, Econ. Dev. Mgr.
Houston Econ. Dev. Council
1100 Milam Bldg.
24th Fl., 77002
713/651-7216

VanNess, D.E., Nat'l Mktg.
Houston Power & Light
P.O. Box 1700, 77251
713/623-3452

Irving

Brown, Andy, Dir. Econ. Dev.
GTE Telephone Operations-SW
P.O. Box 152013, 75062
(214) 717-5841

Lewisville

Marshall, Pat, Pres.
Lewisville Cham. of Comm.
P.O. Box 416, 233 Main, 75067
214/436-9571

Lubbock

Prather, Laurin, Pres.
Lubbock Board of City Dev.
2005 Broadway
P.O. Box 5948, 79417
214/757-4444

Casstevens, Jerry D., Exec. Dir.
South Plains Assoc. of Gov't
P.O. Box 3730 Freedom Station, 79412
806/762-8721

Midland

Strotheide, Mike
Midland Chamber of Comm.
Econ. Dev. Dept.
P.O. Box 1890, 79702
915/683-3381

Palestine

Crider, Jim, Pres. & CEO
Palestine Cham. of Comm.
P.O. Drawer 1, 75801
(214) 729-6066

Plano

Barnes, Mike, Exec. Dir.
Plano Econ. Dev. Board
4975 Preston Blvd.
Suite 380, 75093
(214) 612-1008

Port Arthur

Cohick, Larry, Pres.
Southeast Texas, Inc.
8200 Highway 69, 77640
409/722-1521

San Antonio

Coleman, Stephanie A. Pres.
San Antonio Econ. Dev. Fdtn.
P.O. Box 1628, 78296
512/226-1934

Uvalde

Director
Mid. Rio Grange Dev. Council
209 North Getty, 78801
512/278-2527

Waco

Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Comm.
P.O. Box 1220, 76703
817/752-6551

Hassler, David, Econ. Dev. Spec.
Heart of Texas Private Ind. Council
320 Franklin Ave., 76701
817/756-6631

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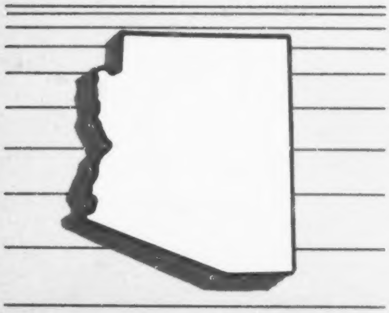


ARIZONA

STATE INFORMATION:

Financial assistance to industry:

- Industrial dev. bonds for manufacturers
- Industry training services
- SBA-503 program
- SBA-504 program
- UDAG program
- Revolving loan programs, guarantees, interest subs.
- Enterprise zones

For further information, contact:

Patty Duff, Mgr.
Development Finance
Arizona Dept. of Commerce
1700 West Washington, 4th Floor
Phoenix, AZ 85007
602/542-5705

State tax rates:

Corporate income tax	$350.00 plus 10% of amt. over $6,000
Personal income tax	8% of $6,930 or more
Personal property tax assessment ratio	10%
Sales tax	5%

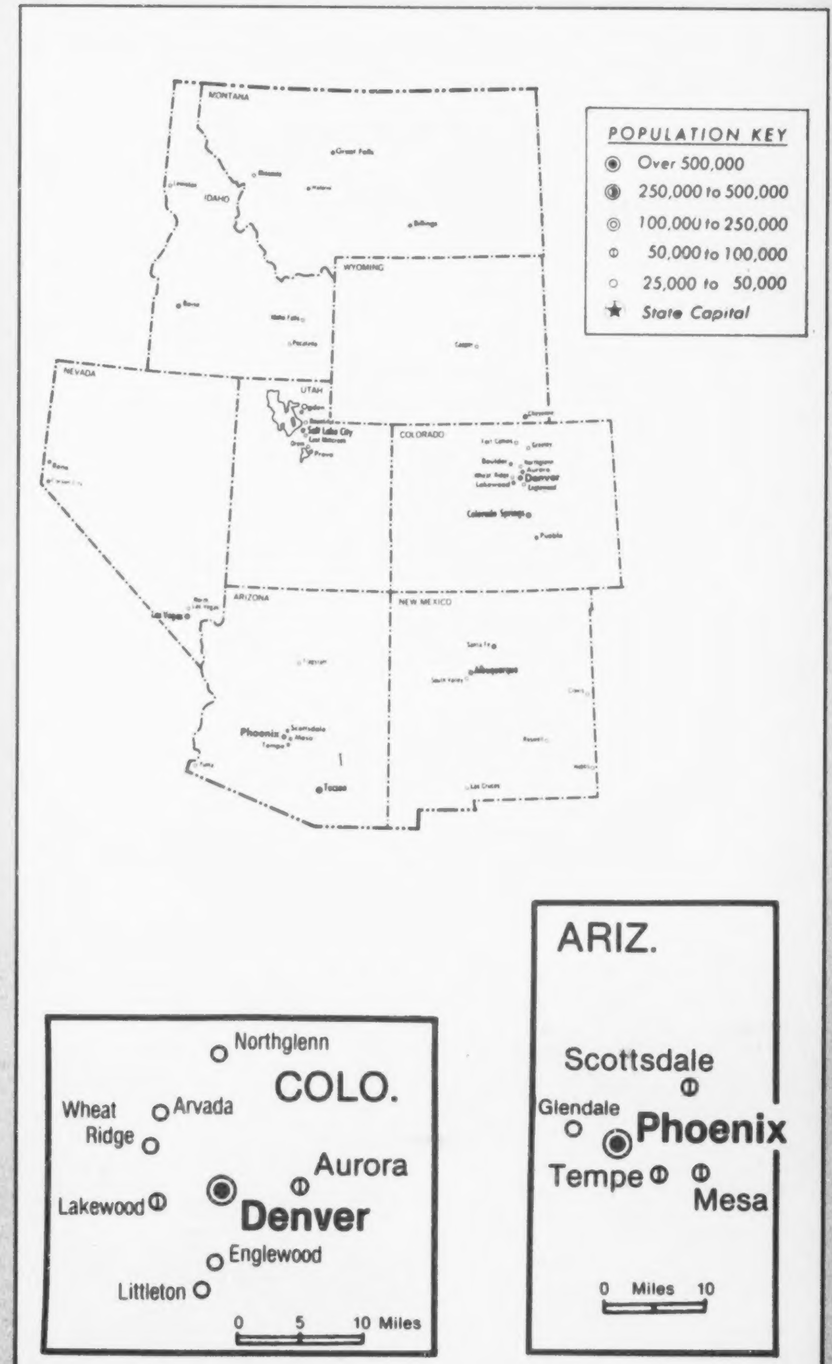
(no sales tax on machinery and equip. used directly in mfg.)

Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.16/gal.
Worldwide unitary tax	none
Commercial and industrial tax assessment ratio	25%
Use tax	5%

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	19
Vocational & business schools	250

For additional labor market information, contact: Research Admin., AZ Dept. of Econ. Security, Site Code 733A, P.O. Box 6123, Phoenix, AZ 85005



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POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ARIZONA	2,717.9	3,550.5
Flagstaff	34.6	NA
Glendale	97.0	139.8
Mesa	152.5	303.4
Phoenix	764.9	956.1
Scottsdale	88.4	124.0
Sierra Vista	26.0	NA
Tempe	106.7	151.9
Tucson	330.5	398.5
Yuma	42.4	51.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Phoenix	1,508.0	2,057.6
Tucson	531.3	650.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA		
190.1	41.3	9.92
Phoenix		
139.7	NA	NA
Tucson		
28.1	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA		
190.1	83.6	4.9
Phoenix		
139.7	43.8	4.1
Tucson		
28.1	13.8	4.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Phoenix 6/89
Office, professional, & technical	
Payroll clerks	$ 8.60
Accounting clerks	8.01
File clerks	6.49
Typists	6.89
Key entry operators	7.02
Secretaries	10.14
Stenographers	NA
Switchbd opr-recept's	6.68
Word processors	8.82
Drafters	11.88
Electronics technicians	12.92
Computer operators	10.20
Computer programmers	15.50
Computer systems analysts	19.18
Maintenance & powerplant	
Carpenters	NA
Electricians	14.81
Engineers, stationary	NA
Machinists	15.60
Mechanics (machinery)	12.55
Tool & die makers	NA
Custodial & material movement	
Guards	5.37
Janitors, porters & cleaners	4.60
Laborers, mat'l hdlg	8.43
Shippers & receivers	9.26
Truckdrivers	10.92
Forklift operators	8.24

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
93.9	36.4	11.72
MANUFACTURING		
189.9	41.1	9.89
DURABLE GOODS		
146.6	NA	NA
Lumber & wood prods.-SIC 24		
8.3	NA	NA
Stone, clay, & glass prods.-SIC 32		
7.7	NA	NA
Primary metal industries-SIC 33		
7.4	38.9	12.55
Fabricated metal products-SIC 34		
8.2	NA	NA
Machinery-SIC 35		
NA	NA	NA
Food & kindred prods.		
9.3	39.7	8.63

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 7, 12
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1, 2, 4-20, 22
Scottsdale 18
Sierra Vista (18 through Fort Huachuca)
Tempe 2 (Phoenix)
Tucson 2, 3, 5-8, 10, 11, 16, 18-22
Yuma 2, 7, 12

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air Sedona
5. Alaska Airlines
6. American
7. America West
8. Aviacion Del Noroeste
9. Braniff
10. Continental
11. Delta
12. Delta Connection—Sky West Airlines
13. Eastern
14. Mesa Airlines
15. Midway Airlines, Inc.
16. Northwest
17. Southwest Airlines
18. Stateswest Airlines
19. TWA
20. United
21. United Express-West Air Commuter Airlines
22. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   400 N. 5th St., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466,
   Mesa 85211; (Gas) 55 N. Center,
   Mesa 85201
3. Salt River Project Agricultural
   Improvement & Power Dist.
   Box 52025, Phoenix 85072-2025
4. Southern Union Co. & Consolidated
   Subsidiaries
   1800 Renaissance Tower, Dallas, TX
   75270
5. Southwest Gas Corp.
   Box 98510, Las Vegas, NV 89193-8510
6. Tucson Electric Power Co.
   220 W. 6th St., Box 711, Tucson
   85702

Rural utilities contacts:

Arizona Elec. Power Co-op, Inc.
J. B. Flanders, Gen. Mgr.
P.O. Box 670, Benson 85602
602/586-3631

Grand Canyon State Elec. Co-op, Inc.
Charles D. Wahl, Exec. Sec.
2910 N. Seventh Ave.
Phoenix 85013
602/264-4198

Plains Elec. G&T Co-op, Inc.
Daniel Bailet, Econ. Dev. Dir.
P.O. Box 6511, Albuquerque 87197
505/884-1881

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	205	1,825
Copper (recov. cont. of ores, etc.) — metric tons	868,878	2,298,655
Gem stones	NA	3,300
Gold (recov. cont. of		

ores, etc.) — troy ozs.	156,005	68,486
Gypsum	W	W
Lime	647	25,998
Molybdenum — thou. lbs.	53,359	144,069
Pumice	1	7
Sand & gravel:		
Construction	37,000	136,200
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	3,181	20,832
Stone (crushed)	6,600	29,300
Combined value of cement, diatomite (1988), pyrites (1987-88), sand and gravel (industrial), and stone (dimension, 1986/88) & values indicated by symbol W		100,517
Total 1988 (preliminary)		2,829,187

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Deaton, Charles
Bus. Dev. Mgr.
Arizona Dept. of Commerce
1700 W. Washington, 4th Fl.
Phoenix, 85007
602/542-5374

Areas & Others

Glendale

Jonland, Stephen, Exec. V.P.
Glendale Cham. of Comm.
7105 North 59th St.
P.O. Box 249, 85311
602/937-4754

Mesa

Domzalski, Joseph M., Pres.
MEGACORP
100 N. Center St., 85201
602/834-2398

Fairman, Jeffrey, Dir.
Mesa Cham. of Comm.
120 N. Center, 85201
602/969-1307

Phoenix

Callan, Thomas J., V.P. Econ. Dev.
Valley National Bank
P.O. Box 71 — A758, 85001
602/261-2246

Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088

Wiggs, Paul, Mgr., Econ. Dev.
Econ. Dev. Dept.
Arizona Public Service
P.O. Box 53999, 85072-3999
602/250-3116

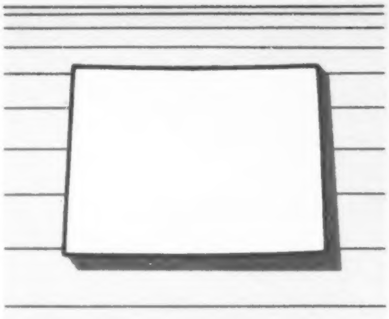
Scalise, Judie, V.P.
Arizona Bank
P.O. Box 2511, 85002
602/262-2437

Tucson

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673

Yuma

Fuller, Leonard, Exec. Dir.
Yuma Econ. Dev. Corp.
P.O. Box 1750, 85364
602/783-0193



COLORADO

STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

Corporate income tax... 5.00% on first $50,000; 5.50% from $50,000 & above
Personal income tax........... 5% flat tax
Sales tax 3%-7%
Franchise & incorp. filing fee (initial) ....$11-40/yr.
Inventory tax................................. none
Gasoline tax .... $.18/gal.

Advanced education facilities (public only):

Four-year colleges & universities..... 19
Two-year or junior colleges 18
Vocational & business schools..........7

Medical facilities:

General hospitals............................... 95
Community clinics & emergency centers 25

Labor analysis:

Civilian labor force....... 1,689,413 (1987 avg.)
High school graduates (public schools only)... 34,200

For additional information, contact Labor Market Information, 1330 Fox St., Denver, CO 80204, 303/620-4554

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, CO 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
COLORADO	2,888.8	3,369.9
Arvada	84.6	94.4
Aurora	158.6	221.5
Boulder	76.7	78.2
Colorado Springs	215.2	290.5
Denver	491.4	504.7
Englewood	30.0	NA
Fort Collins	64.6	79.4
Grand Junction	28.1	NA
Greeley	53.0	58.6
Lakewood	112.8	123.9
Littleton	28.6	NA
Longmont	42.9	52.5
Loveland	30.2	38.2
North Glenn	29.8	NA
Pueblo	101.7	102.4
Thornton	40.3	51.6
Westminster	50.2	66.1
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
*Boulder - Longmont	190.0	221.4
Colorado Springs	317.5	400.0
*Denver	1,429.0	1,684.5
Fort Collins-Loveland	149.2	187.6
Greeley	123.4	138.8
Pueblo	126.0	128.2

*Primary Metropolitan Statistical Areas (PMSAs)

L[illegible]

M[illegible]ng Payrolls

Av[illegible] and Earnings (10/89)*

Employ[illegible] Thousands	Weekly Hours	Hourly Earnings $
COLORADO		
193.1	40.7	10.56
Denver		
95.7	40.0	11.13

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO		
193.1	79.6	4.7
Boulder-Longmont		
29.6	4.7	3.6
Denver		
95.7	38.5	4.4

*preliminary figures

Industrial Mix (1988)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
59.1	37.8	12.33
MANUFACTURING		
189.2	40.0	10.26
DURABLE GOODS		
118.5	41.4	10.26
Lumber & furniture-SIC 24		
NA	NA	NA
Stone, clay, & glass prods.-SIC 32		
7.5	NA	NA
Primary & fabricated metals-SIC 33		
NA	NA	NA
Machinery, except electrical-SIC 35		
31.6	NA	NA
Electrical & electronic equip.-SIC 36		
22.2	NA	NA
Transportation equipment-SIC 37		
18.0	NA	NA
Food & kindred prods.		
26.4	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Denver Boulder 12/88
Office, professional, & technical	
Payroll clerks	$ 9.20
Accounting clerks	8.25
File clerks	6.09
Typists	7.56
Key entry operators	7.65
Secretaries	10.66
Stenographers	11.51
Switchbd opr-recept's	7.01
Word processors	8.80
Drafters	11.38
Electronics technicians	13.41
Computer operators	10.35
Computer programmers	15.29
Computer systems analysts	18.42
Maintenance & powerplant	
Carpenters	14.53
Electricians	15.53
Engineers, stationary	15.09
Machinists	14.01
Mechanics (machinery)	13.88
Tool & die makers	14.45
Custodial & material movement	
Guards	5.44
Janitors, porters & cleaners	5.38
Laborers, mat'l handling	10.83
Shippers & receivers	8.11
Truckdrivers	11.06
Forklift operators	12.59

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 4 (Denver)
Aurora (Denver)
Boulder 2, 6 (Denver)
Colorado Springs 1, 2, 4, 8-12, 16, 22-24
Denver 1-12, 14-25
Englewood 1, 4 (Denver)
Fort Collins 2, 6 (Cheyenne, WY)
Grand Junction 4, 9-11, 13, 24
Greeley 2, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 2 (Denver)
Northglenn 6 (Denver)
Pueblo 1, 2, 4, 6, 9, 11, 22
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago and North Western Transportation
4. Denver & Rio Grande Western R.R.
5. Illinois Central
6. Union Pacific Railroad

Airlines

7. Air Midwest
8. American
9. America West
10. Continental
11. Continental Express—Rocky Mountain Airways
12. Delta
13. Delta Connection—Sky West Airlines
14. Eastern
15. GP Express
16. Mesa Airlines
17. Mexicana
18. Midway Airlines, Inc.
19. Midwest Express
20. Northwest
21. Pan American
22. TWA
23. United
24. United Express—Aspen Airways
25. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 7eg
Aurora — 7eg
Boulder — 7eg
Colorado Springs — 2eg
Denver — 7eg, 4g
Englewood — 7eg
Fort Collins — 3e, 7g
Grand Junction — 7eg
Lakewood — 7eg
Littleton — 7eg
Loveland — 6e, 7g
Northglenn — 7eg
Pueblo — 1e, 7g
Thornton — 7eg
Westminster — 7eg
Wheat Ridge — 7eg, 5g

1. Centel Electric-Colorado
   200 W. 1st St., Box 75, Pueblo 81002.
2. Colo. Springs Dept. of Pub. Utilities
   (Electric) Box 1103, Colorado Springs 80947; (Gas) 101 S. Conejos St., Colorado Springs 80903
3. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins 80522
4. Greeley Gas Co.
   1301 Pennsylvania St., Penn Center, Denver 80203
5. Industrial Gas Services Inc.
   4501 Wadsworth Blvd., Wheat Ridge 80033
6. Loveland Light & Power
   200 N. Wilson, Loveland 80537
7. Public Service Co. of Colorado
   550 15th St., Denver 80202

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Colorado Rural Elec. Assn.
Ray Clifton, Gen. Mgr.
1313 W. 46th Ave., Denver 80211
303/455-2700

Colorado-Ute Elec. Assn., Inc.
Jerry Kempf, VP
P.O. Box 1149, Montrose 81402
303/249-4501

Tri-State G&T Assn., Inc.
Bob Gustad, Mem. Mktg. Coord.
P.O. Box 33695, Denver 80233
303/452-6111

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	310	2,056
Gem stones	NA	100
Gold (recov. cont. of ores, etc.) — troy ozs.	215,459	94,587
Sand & gravel:		
Construction	21,700	65,600
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	736	4,822
Stone:		
Crushed	7,900	33,200
Dimension	3	143
Combined value of cement, copper, lead, lime, molybdenum, peat, pyrites (1987), sand and gravel (industrial), tungsten ore (1986), and zinc		174,367
Total 1988 (preliminary)		374,875

* thousand short tons except as noted

DEVELOPMENT COUNSELORS:

State Development Agency

Susan Blanseet, Bus. Dev. Coord.
Office of Business Dev.
State of Colorado
1625 Broadway, Ste. 1710
Denver, 80202
303/892-3840

Areas & Others

Aurora

Gade, James P., R.E. Oper. Dir.
Upland Industries Corp.
14001 East Iliff Ave.
Ste. 312, The Forum, 80014
303/369-0800

Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Broomfield

Miner, Nelson P., Exec. Dir.
Broomfield Econ. Dev. Corp.
P.O. Box 421, 80020
303/469-7645

Canon City

Dyer, Skip, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749, 81212
303/275-2331

Colorado Springs

Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Kort, Roger, Coord. Econ. Dev.
Peoples Natural Gas
37 Widefield Blvd.
P.O. Box 52161, 80931
719/392-3491

Denver

Clark, Thomas K., V.P.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/405-5106

Allen, Neil H., Mgr.
Public Service Co. of Colorado
P.O. Box 840, 80201
303/571-8585

Ft. Collins

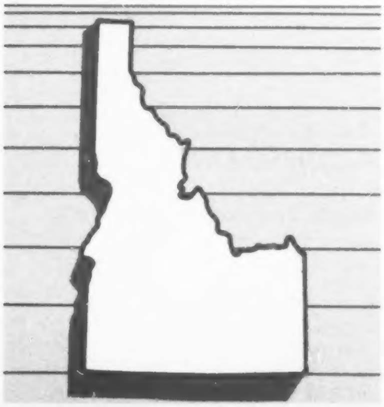
Dill, Shelby, Pres.
Ft. Collins Inc.
P.O. Box 1849, 80552
303/221-0861

Grand Junction

Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Pueblo

Grimes, David, Exec. Dir.
So. Colorado Econ. Dev. Distr.
720 North Main St.
P.O. Box 1900, 81003
303/545-8680



IDAHO

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Customized job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit—$500 per job
- Three new business incubators
- Tax increment financing of infrastructure

Tax rates:

Corporate income tax 8%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.
Personal income tax 2%-8.2%
Sales tax (many exemptions) 5%
Incorporation tax .... none
Franchise tax .... none
Inventory tax .... none
Gasoline tax .... $.18/gal.

Advanced education facilities:

Four-year colleges & universities 6
Two-year or junior colleges 3
Vocational & business schools 7

Medical facilities:

Hospitals 53
Clinics .... NA

Labor analysis:

Civilian labor force 478,600 (10/89)
High school graduates ... 13,371 (1989)
Mfg. workers in union 8.58%
Source: Grant Thorton *General Manufacturing Climates 1988*

For additional labor market information, contact Dept. of Employ., 317 Main St., Boise, ID 83735, 208/334-6100

Environment controls:

Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, ID 83720, 208/334-5839

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
IDAHO	943.9	1,025.9
Boise	102.5	116.3
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	43.1
Twin Falls	26.2	55.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Boise City	173.0	205.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO	63.8	38.7	10.57
Boise City	15.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO	63.8	19.1	4.0
Boise City	15.3	3.5	3.3

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.5	38.5	13.43
MANUFACTURING	58.1	37.9	9.93
DURABLE GOODS	29.4	NA	NA
Lumber & wood prods.-SIC 24	13.8	38.6	10.51
Stone, clay, & glass-SIC 32	0.9	NA	NA
Fabricated metal products-SIC 34	2.0	NA	NA
Machinery, except electrical-SIC 35	5.5	NA	NA
Electrical & electronic equip.-SIC 36	4.3	NA	NA
Food & kindred prods.	17.4	35.5	8.17

Area Wage Survey

Average straight-time hourly earnings

	Boise City 9/88
Office, professional, & technical	
Payroll clerks	NA
Accounting clerks	7.25
File clerks	NA
Typists	NA
Key entry operators	7.16
Secretaries	9.04
Stenographers	NA
Switchbd opr-recept's	5.93
Word processors	8.29
Drafters	12.75
Electronics technicians	NA
Computer operators	8.80
Computer programmers	11.65
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	NA
Electricians	NA
Engineers, stationary	NA
Machinists	NA
Mechanics (machinery)	NA
Tool & die makers	NA
Custodial & material movement	
Guards	6.92
Janitors, porters & cleaners	4.65
Laborers, mat'l hdlg	NA
Shippers & receivers	NA
Truckdrivers	10.14
Forklift operators	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2, 3, 5-11
Idaho Falls 2, 4, 6, 7, 9
Lewiston 1, 8, 9, 11
Nampa 2 (Boise)
Pocatello 2, 7, 9
Twin Falls 2, 7, 9

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines
4. American
5. America West
6. Delta
7. Delta Connection-Sky West Airlines
8. Empire Airways
9. Horizon Air

10. United
11. United Express-NPA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 50220, Idaho Falls 83405
2. Idaho Power Co.
   1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Industries Inc.
   555 S. Cole Rd., P.O. Box 7608, Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

Rural utilities contact:

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	9	132
Gem stones	NA	500
Gold (recov. cont. of ores, etc.) — troy ozs.	80,600	35,383
Lead (recov. cont. of ores, etc.) — metric tons	W	W
Lime	97	5,149
Phosphate rock — thou. metric tons	5,000	120,000
Sand & gravel: Construction	4,600	12,600
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	9,488	62,149
Stone (crushed)	3,400	13,100
Zinc	W	W
Combined value of antimony (1986/88), cement, clays (bentonite, 1986/88; common, 1986/88; fire, kaolin, 1986), copper, garnet (abrasive), molybdenum, perlite, pumice, sand and gravel (industrial), stone (dimension), vanadium, and values indicated by the symbol W		90,011
Total 1988 (preliminary)		339,024

* thousand short tons except as noted
** excluding bentonite, common, fire, and kaolin clays
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

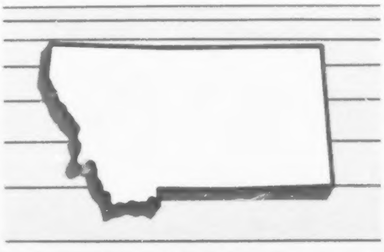
State Development Agency

Engstrom, Jay, Admn. Econ. Dev. Div.
Idaho Dept. of Commerce
700 W. State Street
Boise, ID 83720
208/334-2470
800/842-5858

Areas & Others

Boise
Hahn, Richard, Mngr.
Idaho Power Co.
Ind. Dev.
Box 70, 83707
208/383-2513
Boyce, Shirl C., Mgr.
Boise Area Cham. of Comm.
P.O. Box 2368, 83701
208/344-5515

Twin Falls
McAlindin, David, Econ. Dev. Dir.
City of Twin Falls
321 2nd Ave. E.
P.O. Box 1907, 83301-1907
208/736-2240



MONTANA

STATE INFORMATION:

Financial assistance to industry:

Reduced property assessment (up to 50% of taxable value) for first ten years of operation
Reduced property tax rate for first three years of operation
Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
Reduced taxes for pollution control equipment
No inventory tax
No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana
Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $950,000 (funds to be applied toward land, buildings, or equipment)
State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000
In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)
In-state debt & equity investment of pension & other trust fund monies
Equity-style investment in technology-based co.'s during seed, startup, and later stages.
State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
Renewable energy & water development grant & loan programs
Business assistance information: training opportunities, federal contract leads, licensing and sources of grant & loan funds. Programs for assistance in financial packaging, marketing, business location, & international trade and introductions to certified communities.
State-certified community dev. orgs. throughout state

Tax rates:

Corporate income tax	6¾% of net income
Personal income tax	2%-11% of taxable income
Sales tax	none
Incorporation tax	$50
Franchise tax	none
Inventory tax	none
Gasoline tax	$.20/gal.

Advanced education facilities:

Four-year colleges & universities	9
Two-year or junior colleges	8
Vocational & business schools	14

Medical facilities:

Hospitals	61
Clinics	NA

Labor analysis:

Civilian labor force	400,041 (10/89)
High-school grads	10,351 (1989)

For additional information, contact Business Dev. Div., Montana Dept. of Commerce, 1424 Ninth Ave., Capitol Sta., Helena, MT 59620, 406/444-3923.

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MONTANA	786.7	819.9
Billings	66.8	80.5
Butte-Silver Bow	37.2	NA
Great Falls	56.7	56.9
Missoula	33.4	78.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Billings	108.0	117.9
Great Falls	80.7	78.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA		
21.9	40.5	10.97

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA	21.9	21.2	5.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Billings 7/86
Office, professional, & technical	
Payroll clerks	$ 7.44
Accounting clerks	6.78
File clerks	4.86
Key entry operators	6.69
Secretaries	8.38
Stenographers	NA
Switchbd opr-recept's	5.78
Word processors	6.96
Drafters	10.13
Electronics technicians	14.60
Computer operators	7.50
Computer programmers	NA
Maintenance & powerplant	
Electricians	14.01
Engineers, stationary	13.40
Mechanics (machinery)	12.54
Custodial & material movement	
Janitors, porters & cleaners	6.60
Shippers & receivers	NA
Truckdrivers	12.25

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	8.5	NA	NA
MANUFACTURING	20.8	39.3	10.63
DURABLE GOODS	12.7	39.7	10.39
Food & kindred prods.	2.7	42.6	9.35

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 3-9
Butte-Silver Bow 1, 2, 4, 5
Great Falls 1, 4-7, 9
Missoula 1, 3-8, 10

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Continental
4. Delta
5. Delta Connection-Sky West Airlines
6. Horizon Air
7. Northwest
8. Northwest Airlink-Big Sky Airlines
9. United
10. United Express-NPA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 4e, 3g
Butte-Silver Bow — 4eg
Great Falls — 4e, 1g, 2g
Missoula — 4eg

1. Consumers Gas Co.
   411 Norwest Bank Bldg.,
   Great Falls 59401
2. Great Falls Gas Co.
   1 First Ave. So., Great Falls 59401
3. Montana-Dakota Utilities Co.
   (MDU Resource Group Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Montana Power Co.
   40 E. Broadway, Butte 59701

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Central Montana Elec. Power Co-op, Inc.
James H. Follensbee, Mgr.
P.O. Box 50085, Billings 59105
406/248-7936

Montana Associated Utilities, Inc.
Jay T. Downen, EVP
P.O. Box 1306, Great Falls 59403
406/761-8333

Upper Missouri G&T Elec. Co-op, Inc.
William Heit, Mgr.
P.O. Box 1069, Sidney 59270
406/482-4100

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	39	87
Gem stones	NA	1,300
Gold (recov. cont. of ores, etc.) — troy ozs.	350,763	153,985
Gypsum	W	W
Sand & gravel: Construction	6,900	17,000
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	5,543	36,304
Stone (crushed)	1,600	4,000
Talc & pyrophyllite	339	9,616
Combined value of barite (1987-88), cement, clays (bentonite, 1988; fire, 1987-88), copper, graphite (1988), iron ore (usable), lead, lime, molybdenum, peat, phosphate rock, platinum-group metals (1988), sand and gravel (industrial), stone (crushed traprock, 1986; dimension), vermiculite, zinc, and values indicated by symbol W		349,374
Total 1988 (preliminary)		571,666

* thousand short tons except as noted
** excluding bentonite and fire clay
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

DEVELOPMENT COUNSELORS:

State Development Agency

Jones, Richard W.
Bus. Recruitment Officer
Business Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

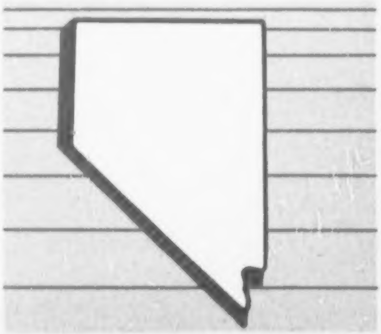
Areas & Others

Anaconda
Davison, James H., Exec. Dir./Mgr.
Acaconda Local Development
P.O. Box 842, 59711
406/563-5538

Billings
Ott, E. Butch, Exec. Dir.
Forward Billings Econ. Dev. Council
P.O. Box 1155, 59103
406/248-7979

Butte
Barrett, Evan, Exec. Dir.
Butte Local Dev. Corp.
P.O. Box 507, 59703
406/723-4349

Great Falls
Young, Roger, Pres.
Gtr. Falls Area Cham. Comm.
P.O. Box 2127, 59403
406/761-4434



NEVADA

STATE INFORMATION:

Financial assistance to industry:
- Industrial development bonds (IDBs)
- Bonds for pollution control
- Sales and use tax deferral
- Free port law
- Right-to-work law
- Quick Start job training program

Tax rates:

Corporate income tax	none
Personal income tax	none

Property tax .... varies locally
Sales tax .... 5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
Franchise tax .... none
Inventory tax .... none
Gasoline tax .... $.18/gal.

Education facilities:
Four-year colleges & universities ....2 (public)
Two-year or junior colleges ..4 (public)
Vocational & trade schools ....95 (state licensed)
Additionally, there are several private universities that are licensed and offer comprehensive 4-yr. degree granting programs.

Medical facilities:
Hospitals .... 33 (state licensed)
Veteran's Hospital 1

Labor analysis:
Civilian labor force........595,400 (12/88)
High-school grads ....9,404 (spring '88)
Mfg. workers in unions ....7.5% (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710, 702/885-4550

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEVADA	799.2	1,069.7
Carson City	32.0	39.4
Las Vegas	164.7	214.8
North Las Vegas	42.7	56.1
Reno	100.8	119.5
Sparks	40.8	56.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Las Vegas	461.8	642.0
Reno	193.6	243.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	26.3	40.6	10.26
Las Vegas	10.6	41.7	12.73
Reno	8.9	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA	26.3	29.5	4.8
Las Vegas	10.6	17.7	4.9
Reno	8.9	6.2	4.4

*preliminary figures

Nevada

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.3	36.9	16.21
MANUFACTURING	25.1	39.7	10.08
DURABLE GOODS	15.1	40.9	10.28
Stone, clay, & glass prods.-SIC 32	1.9	40.8	14.63
Primary metal industries-SIC 33	1.1	40.4	15.36
Food & kindred prods.	1.6	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (6, 7 through Lake Tahoe, CA)
Las Vegas 2-6, 8-20, 22
North Las Vegas (Las Vegas)
Reno 1, 2, 6, 8-11, 16, 20-23
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific Railroad

Airlines

3. Air LA
4. Air Nevada
5. Air Vegas
6. American
7. American Eagle
8. America West
9. Continental
10. Delta
11. Delta Connection-Sky West Airlines
12. Grand Airways
13. Hawaiian Airlines
14. Las Vegas Airlines
15. Midway Airlines, Inc.
16. Northwest
17. Scenic Airlines
18. Southwest Airlines
19. TWA
20. United
21. United Express-West Air Commuter Airlines
22. USAir
23. Westates Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
6226 W. Sahara Ave., Box 230
Las Vegas 89151
2. Sierra Pacific Power Co.
6100 Neil Rd., Box 10100, Reno
89520-0026
3. Southwest Gas Corp.
Box 98510, Las Vegas 89193-8510

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	293	4,218
Clay (excl. fuller's earth and kaolin)	12	833
Gem stones	NA	280
Gold (recov. cont. of ores, etc.)— troy ozs.	3,621,233	1,589,721
Gypsum	W	W
Perlite -- short tons	W	W
Sand & gravel:		
Construction	10,300	32,800
Industrial	600	W
Silver (recov. cont. of ores, etc.) — thou. troy ozs.	16,517	108,189
Stone (crushed)		
Combined value of cement (portland), clays (fuller's earth and kaolin, 1986/88), copper (1986), diatomite, fluorspar, iron ore (usable, 1986), lime, lithium minerals, magnesite, mercury, salt, stone (crushed dolomite, 1987), and values indicated by the symbol W		125,424
Total 1988 (preliminary)		1,866,865

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Boyd, Robert S., Mktg. Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/687-4325
or 800/336-1600

Areas & Others

Las Vegas

King, Robert, E. Eco. Dev. Officer
Clark Cty. & Eco. Dev. Div.
225 Bridge Ave., 89155
702/455-3530

Dauge, Al, Pres.
Nevada Dev. Authority
3900 Paradise Rd., 89109
800/634-6858

Dykes, Richard, Mktg.
Howard Hughes Properties
P.O. Box 14000, 89156
702/791-4369

O'Neil, Robert
Mar Cor Development

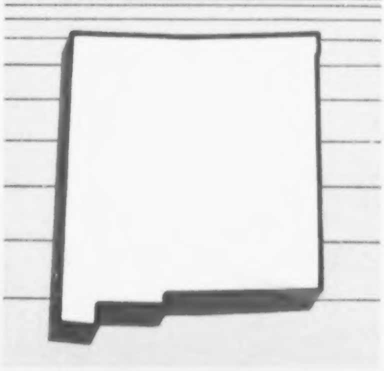
NEVADA/NEW MEXICO

4495 S. Polares, 89103
702/739-9413

North Las Vegas
Howard, Patricia, L., Eco. Dev. Dir.
City of North Las Vegas
P.O. Box 4086, 89030
702/649-0247

Reno
Lynn, Ken, Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401



NEW MEXICO

STATE INFORMATION:

Financial assistance to industry:
- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:
- Corporate income tax........4.8% on income up to $500,000 (annual); $24,000 plus 6.4% of the excess over $500,000 on income of $.5-$1 million; $56,000 plus 7.6% of excess over $2 million on income exceeding $2 million.
- Personal income tax.....graduated rate
- Corporate franchise tax .... $50/yr.
- Gross receipts & compensating tax ..... 4.75% with a rate credit allowed for the first two rates of .25% imposed by municipailties
- Inventory tax................business inventories are exempt
- Gasoline tax .... $.14/gal.
- Free port............................No taxation on raw materials and products stored while in interstate commerce.

Advanced education facilities:

Four-year colleges & universities	8
Two-year or junior colleges	16
Vocational & business schools	60

Medical facilities:

Hospitals	76
Clinics	NA

Labor analysis:

Civilian labor force	693,011
High-school grads.	16,816

For additional labor market information, contact: Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW MEXICO	1,300.0	1,537.9
Albuquerque	331.8	379.3
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	58.3
Roswell	39.7	NA
Santa Fe	48.9	59.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Albuquerque	497.0	497.0
Las Cruces	96.3	130.5
Santa Fe	92.9	112.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO	42.3	39.6	8.46
Albuquerque	20.7	40.6	9.39

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	42.3	41.6	5.9
Albuquerque	20.7	12.7	4.7
Las Cruces	3.9	3.6	6.1
Santa Fe	1.7	2.7	4.1

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	30.2	38.4	11.16
MANUFACTURING	39.9	40.5	8.78
DURABLE GOODS	26.9	41.3	9.07
Lumber & wood prods.-SIC 24	2.5	NA	NA
Machinery, except electrical—SIC 35	2.6	NA	NA
Electrical & electronic equip.-SIC 36	5.4	NA	NA
Transportation equipment-SIC 37	5.2	NA	NA
Food & kindred prods.	3.9	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albuquerque 3-11, 13
Carlsbad 1, 7
Clovis 1, 7
Farmington 7, 12
Hobbs 2, 7
Las Cruces 1, 7
Roswell 1, 7
Santa Fe 1, 7

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific Railroad

Airlines

3. American
4. America West
5. Continental
6. Delta
7. Mesa Airlines
8. Ross Aviation
9. Southwest Airlines
10. TWA
11. United
12. United Express-Aspen Airways
13. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   800 Municipal Drive, Farmington 87401
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88241
4. Las Cruces Gas System
   200 N. Church St., Las Cruces 88001
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Rennaissance Tower, Dallas, TX 75270
7. Southwestern Public Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

Rural utilities contacts:

New Mexico Rural Elec. Co-op Assn.
Carl M.Turner, Exec. Mgr.
614 Don Gaspar, Santa Fe 87501
505/982-4671

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For complete information on New Mexico contact:

PUBLIC SERVICE COMPANY OF NEW MEXICO
Carol Radosevich, Director, Industrial Development Services (505) 848-4548
*Grant Thornton Manufacturing Climates Study, June 1989.

Circle 48 on Brochure Service Card

Plains Elec. G&T Co-op, Inc.
Daniel Bailet, Econ. Dev. Dir.
P.O. Box 6551, Albuquerque 87197
505/884-1881

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	48	123
Gem stones	NA	200
Gold (recov. cont. of ores, etc.)—troy ozs.	W	W
Lead (recov. cont. of ores, etc.)—metric tons	W	W
Perlite	W	W
Potassium salts — thou. metric tons	1,360	233,300
Pumice	117	1,125
Sand & gravel:		
Construction	7,700	24,000
Stone:		
Crushed	3,200	11,800
Dimension	22	626
Combined value of cement, copper, helium (Grade A), iron ore (usable),mica (scrap), molybdenum (1986-87), pyrites (1987), salt, silver, and values indicated by the symbol W		736,007
Total 1988 (preliminary).............		1,007,181

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Richardson, Alan, Dir.
New Mexico Econ. Dev. Div.
1100 St. Francis Dr., Montoya Bldg.
Santa Fe, 87503
505/827-0270

Areas & Others

Albuquerque
Radosevich, Carol
Dir., Ind. Dev. Services
Public Service Co. NM
Alvarodo Square, 87158
505/848-4548
Covell, James A., C.I.D., Exec. V.P.
Albuquerque Econ. Dev., Inc.
P.O. Box 25100, 87125
505/848-2859
Roberson, Don
Bellamah Community Dev.
6121 Indian School Rd., NE
P.O. Box 3300, 87190
505/884-6606

Belen
Gaballdon, Vangie, Exec. Dir.
Belencia Cty. Econ. Dev. Corp.
104 N. First St., Box 4
Harvey House Civic Ctr., 87002
505/864-4499

Carlsbad
Bernhard, Chuck, Exec. Dir.
Carlsbad Dept. of Dev.
P.O. Box 1090, 88220
505/887-6562

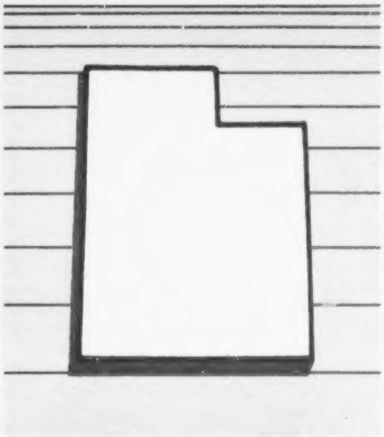
Clovis
Trice, Cal
Clovis Econ. Dev.
P.O. Box Drawer C, 88101
505/763-3435

Farmington
Fischer, Mary, Exec. Dir.
Farmington Ind. Dev. Svc.
P.O. Box 267, 87499
505/327-7451

Hobbs
Lampe, Harold, Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Rosewell
Johnson, J.J., Exec. Dir.
Econ. Dev. Dir.
Rosewell C. of C.
P.O. Box Drawer 70, 88201
505/624-6870

Santa Fe
Hooton, William J.
Santa Fe Econ. Dev., Inc.
P.O. Box 8184, 87504
505/984-2842



UTAH

STATE INFORMATION:

Financial assistance to industry:

- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- Revolving loan funds
- No inventory tax
- No sales tax on new plants or equipment
- Custom-fit job training
- Right-to-work state
- Centers of excellence — Public/Pvt. associations in research/technology

Tax rates:

Corporate income tax	5% taxable
Personal income tax	2.6%-7.35%
Sales tax	$6.25%; state 5.09%; local option up to 1.15%
Incorporation tax	NA
Inventory tax	none
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	3
Community colleges & vocational schools	10

Medical facilities:

Licensed hospitals	55
Licensed nursing care facilities	99
Residential care facility list	34
Home health agency list	42
End-stage renal disease facilities	10
Birthing centers	2
Abortion clinics	1
Health care facilities	2
Sm. health care facilities	5
Ambulatory surgical centers	7

Labor analysis:

Civilian labor force	797,800 (9/89)
High-school grads.	23,016 (1989)

For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2400

Environment Controls:

Air pollution: F. Burnell Cordner, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/538-6108

Water pollution: Don A. Ostler, Dir., Bureau of Water Pollution Control, (same address as above), 801/538-6146

M. Kirk Green, Economic Development Division, State of Utah, 6150 State Office Building — Dept. 001, Salt Lake City, 84114, 1-800/453-UTAH

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
UTAH	1,461.0	1,719.3
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	69.7
Orem	52.4	61.6
Provo	73.9	79.7
Salt Lake City	163.0	163.0
Sandy City	51.0	69.8
West Jordan	26.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Provo-Orem	218.1	250.0
Salt Lake City-Ogden	936.3	1,068.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	104.9	40.5	10.24
Salt Lake City-Ogden	67.6	40.8	10.20

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH	104.9	27.9	3.5
Provo-Orem	14.5	3.6	3.2
Salt Lake City-Ogden	67.6	17.6	3.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11/88
Office, professional, & technical	
Payroll clerks	$ 7.80
Accounting clerks	7.48
File clerks	5.00
Typists	6.62
Key entry operators	6.56
Secretaries	9.58
Stenographers	NA
Switchbd opr-recept's	6.18
Word processors	7.76
Messengers	5.12
Drafters	10.14
Electronic technicians	12.62
Computer operators	9.40
Computer programmers	13.44
Computer systems analysts	17.70
Maintenance & powerplant	
Carpenters	12.29
Electricians	NA
Engineers, stationary	NA
Machinists	12.31
Mechanics (machinery)	11.43
Tool & die makers	13.63
Custodial & material movement	
Guards	4.51
Janitors, porters, & cleaners	4.88
Laborers, material handling	11.33
Shippers & receivers	8.27
Truckdrivers	10.47
Forklift operators	8.99

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	25.1	NA	NA
MANUFACTURING	99.0	40.4	9.93
DURABLE GOODS	66.4	41.1	10.19
Primary metal industries-SIC 33	5.2	43.9	12.53
Fabricated metal prods.-SIC 34	NA	NA	NA
Electrical & electronic equip.-SIC 36	8.9	NA	NA
Transportation equipment-SIC 37	16.5	42.8	13.45
Food & kindred prods.	10.9	39.9	9.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1-3 (S)
Orem (Provo)
Provo 1, 3, 4
Salt Lake City 1, 3-14
Sandy City 2 (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific Railroad

Airlines

4. Alpine Air
5. American
6. America West
7. Continental
8. Delta
9. Delta Connection-Sky West Airlines
10. Horizon Air
11. Northwest
12. Pan American
13. TWA
14. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North, Box 527, Logan 84321
3. Mountain Fuel Supply Co.
   (Sub. of Questar Corp.) 180 E. 1st South, Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power, Dept. of Energy
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   (Div. of Pacific Corp.) 1407 W. N. Temple St., Box 899, Salt Lake City 84140

Rural utilities contacts:

Deseret G & T Co-op
Kenneth Fisher, Mgr., Admin. Svcs.
8722 S. 300 W., Sandy 84070
801/566-1238

Intermountain Consumer Power Assn.
Carolyn S. McNeil, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

Utah Rural Elect. Assn.
Ned F. Wilson, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Beryllium concentrates	7,000	7
Cement:		
Portland	800	44,300
Clays	316	1,708
Gem stones	NA	100
Gypsum	W	W
Lime	420	13,372
Salt	1,459	33,448
Sand & gravel:		
Construction	14,700	35,400
Industrial	4	100
Stone:		
Crushed	7,300	20,600
Dimension	2	93
Combined value of asphalt (native, 1986) cement (masonry), copper, gold, iron ore (usable), magnesium compounds, magnesium metal, mercury (1986-87), molybdenun (1987-88), phosphate rock, potassium salts, silver, sodium sulfate (natural, 1986/88), vanadium, and values indicated by the symbol W		841,080
Total 1988 (preliminary)		990,208

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Parrish, Stan, Exec. Dir.
Green, M. Kirk, Mktg. Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/538-8700

Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Jeanselme, C. L., Pres.
Weber Cty. Ind. Dev. Corp.
2404 Washington Blvd., 84401-2316
801/627-1333

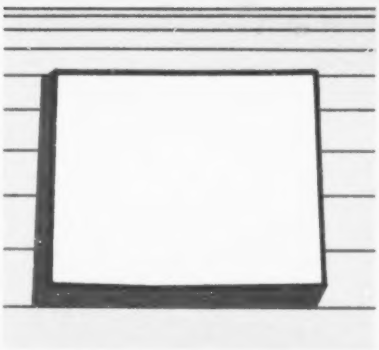
Provo
Bradford, Richard M., Exec. V.P.
UVIDA
381 W. 2230 No., Ste. 325, 84604
801/374-9900

Salt Lake City
Yeager, A. H., Coor., Econ. Dev.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5306

Black, Lori
Utah Bus. & Econ. Dev. Div.
6150 State Office Bldg. Dept. 1024
84114
801/533-5325

Wolkins, Don W, Dir. R.E. Oper.
Upland Industries Corp.
170 South Main St.,
Ste. 1650, 84101
801/363-5111

Salt Lake City
Jensen, LaVell J., Dir., Area Dev.
Utah Power & Light
P.O. Box 899, 84110
801/535-4174



WYOMING

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing
- Job training funds

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	3%(1% county option)
Franchise & incorp. tax	graduated
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	46

Medical facilities:

Hospitals	30
Clinics	NA

Labor analysis:

Civilian labor force	233,000
High school graduates	80% WY labor force

For additional labor market information, contact Employ. Security Commission, ESC Bldg., P.O. Box 2760, Casper, WY 82602, 307/235-3200

Enironment controls:

Air & water pollution: Randolph Wood, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WYOMING	470.8	490.1
Casper	51.0	44.7
Cheyenne	47.3	54.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Casper	71.9	66.4
Cheyenne	68.6	75.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING	9.8	39.7	9.91

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING	9.8	11.5	5.2

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.0	NA	NA
MANUFACTURING	9.0	38.0	9.88
DURABLE GOODS	4.0	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 4-7
Cheyenne 1, 3, 4

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific Railroad

Airlines

4. Continental Express-Rocky Mountain Airways
5. Delta
6. Delta Connection-Sky West Airlines
7. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Box 1409, Cheyenne 82003
2. Northern Gas of Wyoming
   330 S. Center St., Casper 82601
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/233-0441

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

Tri-State G&T Assn., Inc.
Bob Gustad, Mem. Mktg. Coord.
P.O. Box 33695, Denver 80233
303/452-6111

Wyoming Rural Elec. Assn.
Craig Thomas, Gen. Mgr.
340 W. B St., Ste. 101
Casper 82601
307/234-6152

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays**	2,345	87,184
Gem stones	NA	150
Lime	29	1,560
Sand & gravel:		
Construction	3,000	9,700
Stone (crushed)	2,700	14,500
Combined value of beryllium concentrates (1986), cement (masonry, 1986-87, portland), clay (common, 1987-88), helium (Grade A), sodium carbonate (natural), stone (crushed granite, 1986)		641,422
Total 1988 (preliminary)		754,516

* thousand short tons
** excludes common clay

DEVELOPMENT COUNSELORS:

State Development Agency

Schmitz, Steven, Exec. Dir.
Econ. Dev. & Stabilization Bd.
Herschler Bldg., 2nd Fl. W.
Cheyenne, 82002
307/777-7287

Areas & Others

Casper
Adrian, Carl F., Exec. Dir.
Casper Area Econ. Dev. All.
111 W. 2nd, 82601
307/577-7011

Douglas
Schroeder, Fred, Chmn.
Coverse Co. EDC
Drawer 600, 82633
(307) 358-3335

Evanston
Klinker, Ken
Unita Cty. IDA
225 9th St., 82930
(307) 789-1780

Sheridan
Seagrave, Janet
Sheridan EDC
P.O. Box 7006, 82801
(307) 672-2485

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FREE OF CHARGE.

Plant Location
345 Hudson St., New York, N.Y. 10014

NAME ____________ TITLE ____________
CO. NAME ____________
MAILING ADDRESS ____________
CITY ____________
STATE ____________ ZIP CODE ____________
SIGNATURE ____________ DATE ____________

Please Complete:

Number of Employees in your company ____________

Your Company's Primary Product or Service ____________

F9KQ01

PACIFIC STATES

- ALASKA
- CALIFORNIA
- HAWAII
- OREGON
- WASHINGTON

ALASKA

STATE INFORMATION:

Financial assistance to industry includes:

Bonds & loans from Alaska Indus. Dev. & Exporting Auth. (AIDEA)

For business relocation information contact:

The Business Dev. & Info. Network, Bill Paulick, Network Coord., 907/465-2017

Tax rates:

Corporate income tax .... 0% ≤ $10,000 net taxable income, 1% on $10,000 to $20,000, 2% from +$20,000 to $30,000, 3% from +$30,000 to $40,000, 4% from +$40,000 to $50,000, up to 9% for +$100,000

Personal property tax .... local; property assessed at 100% valuation & rates range from 0 to 23 mills.

Sales tax .... local; rates vary from 0%-6%

Incorporation fee .... $100 domestic, $200 foreign

Franchise tax.................................. none

Inventory tax.................. local in some communities

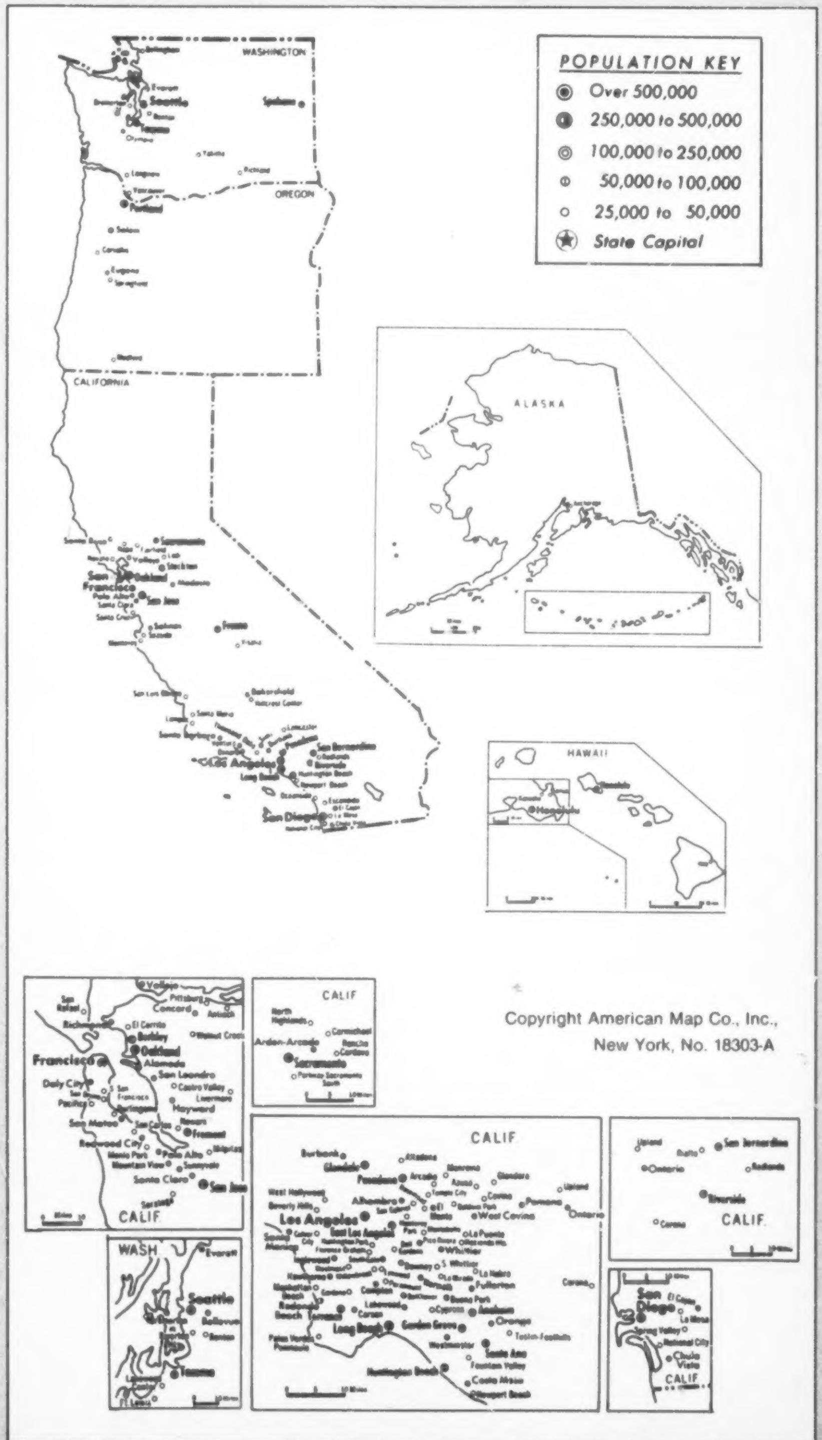
Gasoline tax .... Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:

Four-year colleges & universities.......3 private universities, 3 branches of The University of Alaska, with 12 sites throughout the state

Postsecondary institutions.............165

Vocational & business schools .... several private & union



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Medical facilities

Hospitals	32
Nursing homes	16
Clinics (incl. village health clinics)	300

Labor analysis:

Civilian labor force	242,000 (1988)
High-school grads	86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Dennis Kelso, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, AK 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ALASKA	400.5	538.2
Anchorage	173.0	223.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1968
	—Thousands—	
Anchorage	173.0	223.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA	13.4	40.3	14.19

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA	13.4	16.9	7.1

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	8.7	41.4	23.81
MANUFACTURING	14.8	42.2	12.28
Lumber & paper prods-SIC 24	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-26

Railroads

1. Alaska Hydro-Train
2. Alaska Railroad Corp.

Airlines

3. Air France
4. Alaska Airlines
5. Alaska Arlns. Commuter-Era Aviation
6. Alaska Arlns. Commuter-Markair
7. American
8. British Airways
9. China Airlines
10. Cook Inlet Aviation
11. Delta
12. Harbor Air
13. Hawaiian Airlines
14. Japan Airlines
15. KLM
16. Markair
17. Northwest
18. Peninsula Airways
19. Raven Air
20. Reeve Aleutian
21. Sabena
22. SAS
23. Southcentral Air
24. Swissair
25. United
26. Wilburs, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc.
   5601 Minnesota Dr., Box 196300
   Anchorage 99519-6300
3. Enstar Natural Gas Co.
   (Div. of Seagull Energy Corp.) 3000
   Spenard Rd., Anchorage 99503

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anchorage	13	58	10816	0

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	86
Gold (recov. cont. of ores, etc.) — troy ozs.	243,000	106,677
Sand & gravel: Construction	23,000	58,000
Silver	W	W
Stone (crushed)	1,800	8,400
Combined value of cement (portland, 1987-88), tin, and values indicated by the symbol W		422

Total 1988 (preliminary) 173,585

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Merculieff, Larry, Commissioner
AK Dept. of Comm. & Eco. Dev.
P.O. Box D
Juneau, AK 99811
907/465-2500

Areas & Others

Anchorage

Hawkins, Scott
Anchorage EDC
550 W. 7th Ave., Ste. 850
99502-0650
907/343-4431

Juneau

Kohler, Jim, Exec. Dir.
Juneau EDC
P.O. Box 21227, 99802
907/463-3362

Nome

Colby, Neil, Mngr.
Nome Chamber of Commerce
P.O. Box 251, 99762
907/443-5535

CALIFORNIA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:

Corporate income tax	9.3%
Personal income tax indexed	1%-9.3%
Sales tax	6%-7%
Inventory tax	none
Franchise & incorp. tax	NA
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	122

Two-year or junior colleges 106
Vocational & business schools...2,500

Medical facilities (1986):
Hospitals 581
Licensed community free clinics...459

Labor analysis:
Civilian labor force....13,747,000 (1987)
High school graduates............237,414 (1987-88)

For additional labor market information, contact Employ. Dev. Dept., 800 Capitol Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
CALIFORNIA	23,668.6	28,549.3
Alameda	63.9	75.7
Alhambra	64.6	74.8
Anaheim	221.8	250.2
Antioch	43.6	54.0
Arcadia	46.0	50.1
Azusa	29.4	NA
Bakersfield	105.6	162.3
Baldwin Park	50.6	65.6
Bell	25.5	NA
Bellflower	53.4	61.5
Bell Gardens	34.1	NA
Berkeley	103.3	107.6
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	68.4
Burbank	84.6	92.7
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	90.5
Cerritos	52.8	59.9
Chico	26.6	34.9
Chino	40.2	56.5
Chula Vista	83.9	147.7
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	97.9
Concord	103.3	110.7
Corona	37.8	NA
Costa Mesa	82.3	92.2
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	44.5
Daly City	78.5	85.0
Davis	36.6	43.8
Downey	82.6	88.3
El Cajon	73.9	87.2
El Monte	79.5	100.5
Escondido	62.5	91.0
Fairfield	58.1	74.6
Fontana	37.1	NA
Fremont	131.9	162.8
Fresno	218.2	309.8
Fullerton	102.0	113.2
Gardena	45.2	51.6
Garden Grove	123.4	141.0
Glendale	139.1	162.3
Glendora	38.7	NA
Hawthorne	56.4	64.5
Hayward	94.2	104.0
Huntington Beach	170.5	191.2
Huntington Park	46.2	57.6
Inglewood	94.2	106.9
Irvine	62.1	98.8
La Habra	45.2	50.4
Lakewood	74.7	78.0
La Mesa	50.3	52.5
La Mirada	41.0	43.2
Lancaster	48.0	71.7
La Puente	30.9	NA
Livermore	48.3	55.8
Lodi	35.2	48.7
Lompoc	26.3	32.0
Long Beach	361.3	417.4
Los Altos	25.8	NA
Los Angeles	2,966.8	3,431.7
Los Gatos	26.6	NA
Lynwood	48.5	58.5
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	51.3
Milpitas	37.8	NA
Modesto	106.1	147.3
Monrovia	30.5	NA
Montebello	52.9	57.7
Monterey	27.6	30.9
Monterey Park	54.3	63.8
Mountain View	58.7	62.3
Napa	50.9	57.1
National City	48.8	59.7
Newark	32.1	NA
Newport Beach	63.5	69.3
Norwalk	85.2	93.4
Novato	43.9	46.5
Oakland	339.3	361.7
Oceanside	76.7	108.4
Ontario	88.8	124.8
Orange	91.8	105.8
Oxnard	108.2	134.3
Pacifica	36.9	NA
Palm Springs	32.3	30.2
Palo Alto	55.2	57.0
Paramount	36.4	NA
Pasadena	119.4	135.5
Petaluma	33.8	40.2
Pico Rivera	53.5	57.1
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	121.4
Porterville		25.6
Rancho Cucamonga	55.3	87.9
Rancho Palos Verdes	35.2	NA
Redding	42.0	53.7
Redlands	43.6	58.8
Redondo Beach	57.1	67.1
Redwood City	55.0	59.2
Rialto	35.6	NA
Richmond	74.7	81.4
Riverside	170.9	219.1
Rosemead	42.6	49.6
Roseville	24.3	32.7
Sacramento	275.7	352.3
Salinas	80.5	101.4
San Bernardino	118.1	150.3
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	1,085.3
San Francisco	679.0	748.6
San Gabriel	30.1	NA
San Jose	636.6	740.9
San Leandro	64.0	67.5
San Luis Obispo	34.3	NA
San Mateo	77.6	84.0
San Rafael	44.7	46.4
Santa Ana	203.7	243.9
Santa Barbara	74.5	82.2
Santa Clara	87.7	90.4
Santa Cruz	41.5	47.9
Santa Maria	39.7	54.0
Santa Monica	88.3	97.9
Santa Rosa	83.2	104.7
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	38.0
Simi Valley	77.5	95.8
South Gate	66.8	85.2
South San Francisco	49.4	52.8
Stockton	149.8	193.9
Sunnyvale	106.6	115.2
Temple City	29.0	NA
Thousand Oaks	77.8	100.4
Torrance	131.5	142.0
Tulare	24.6	28.2
Turlock	26.3	37.0
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	63.1
Vacaville	43.4	59.7
Vallejo	80.2	98.0
Ventura	74.5	89.5
Visalia	49.7	66.6
Vista	35.8	NA
Walnut Creek	53.6	64.9
West Covina	80.1	101.3
Westminster	71.1	76.8
Whittier	68.9	75.9
Woodland	30.2	36.5
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Anaheim-Santa Ana	1,931.6	2,273.7
Bakersfield	403.1	519.4
Chico	143.9	176.0
Fresno	515.0	613.7
*Los Angeles-Long Beach	7,477.7	8,704.7
Merced	134.6	175.0
Modesto	265.9	342.1
*Oakland	1,762.0	2,009.1
*Oxnard-Ventura	529.9	645.1
Redding	115.7	140.4
*Riverside-San Bernardino	1,557.1	2,287.7
Sacramento	1,014.0	1,398.2
Salinas-Seaside-Monterey	290.4	352.0
San Diego	1,861.8	2,382.0
*San Francisco	1,489.0	1,605.5
*San Jose	1,295.1	1,437.4
Santa Barbara-Santa Maria-Lompoc	298.7	347.0
*Santa Cruz	188.1	234.4
*Santa Rosa-Petaluma	299.8	368.2
Stockton	347.3	467.2
*Vallejo-Fairfield-Napa	3[illegible]4.4	419.3
Visalia-Tulare-Porterville	245.8	301.5
Yuba City	102.0	119.9

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,172.6	NA	NA
Anaheim-Santa Ana	258.5	NA	NA
Los Angeles-Long Beach	896.3	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Riverside San Bernardino 6/88	Anaheim Santa Ana 9/88	Los Angeles Long Beach 10/88	Fresno 9/88	San Diego 12/85	San Francisco 3/88	San Jose 3/89	Sacramento 12/85	Oakland 2/88
Office, professional, & technical									
Payroll clerks	8.95	9.24	10.79	7.76	7.33	11.40	11.21	8.09	10.30
Accounting clerks	8.59	9.20	9.62	7.95	7.10	10.64	10.01	8.19	9.66
File clerks	6.01	6.68	7.28	6.86	5.97	7.69	8.70	4.35	7.78
Typists	NA	NA	8.90	NA	7.04	11.73	NA	6.77	9.09
Key entry operators	7.84	8.41	8.30	7.27	6.60	9.46	9.35	6.96	8.64
Secretaries	10.65	12.04	12.39	9.37	9.25	12.18	12.62	9.81	11.24
Stenographers	NA	NA	NA	NA	8.28	NA	NA	NA	NA
Switchbd opr-receptionists	6.69	7.89	7.81	6.30	5.92	8.64	8.48	6.04	8.28
Word processors	8.35	10.24	9.69	NA	NA	11.04	10.71	NA	10.35
Drafters	10.60	12.30	12.91	9.01	10.16	14.50	13.76	11.64	14.20
Electronics technicians	NA	13.06	14.99	14.19	11.10	17.19	14.28	15.09	13.73
Computer operators	10.96	10.54	11.64	9.09	9.13	11.67	12.26	8.95	10.88
Computer programmers	14.59	15.13	14.99	13.66	12.36	17.03	17.09	11.71	14.96
Computer systems analysts	18.05	19.42	20.37	NA	16.21	19.48	21.82	14.58	19.06
Maintenance & powerplant									
Carpenters	13.76	14.41	15.21	NA	13.41	NA	16.63	NA	16.13
Electricians	14.24	15.88	15.64	13.24	14.56	19.65	18.06	14.01	16.12
Engineers, stationary	NA	NA	17.99	NA	NA	18.99	NA	14.46	17.68
Machinists	13.52	16.59	16.60	NA	13.82	NA	NA	14.65	15.90
Mechanics (machinery)	13.22	14.99	14.36	11.92	13.25	17.02	15.58	12.80	15.34
Tool & die makers	14.82	14.89	16.24	NA	13.79	NA	18.18	NA	16.25
Custodial & material movement									
Guards	5.27	6.23	6.27	4.69	4.99	5.98	6.94	5.52	5.89
Janitors, porters, & cleaners	6.00	5.78	5.85	5.77	5.21	8.99	7.20	6.51	7.03
Laborers, mat'l handling	11.33	6.56	9.84	NA	8.51	12.11	9.19	9.37	10.32
Shippers & receivers	9.51	9.46	10.06	9.05	7.11	10.13	9.79	NA	11.13
Truckdrivers	11.54	12.14	12.64	11.86	12.85	12.41	13.86	12.81	14.11
Forklift operators	11.06	10.07	11.64	10.28	11.05	12.89	12.51	11.20	13.39

San Diego	133.3	NA	NA
San Francisco	81.1	NA	NA
San Jose	273.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	2,172.6	659.4	4.6
Anaheim-Santa Ana	258.5	40.5	2.9
Bakersfield	10.4	24.5	10.5
Fresno	23.6	28.3	9.1
Los Angeles-Long Beach	896.3	175.4	4.2
Modesto	27.7	14.5	8.8
Oakland	111.6	41.6	3.7
Oxnard-Ventura	31.3	18.3	5.0
Riverside-San Bernardino	83.0	55.7	5.7
Sacramento	43.1	32.2	4.3
San Diego	133.3	45.1	3.8
San Francisco	81.1	26.0	2.9
San Jose	275.3	29.7	3.5
Santa Barbara-Santa Maria-Lompoc	21.7	7.0	3.8

Santa Rosa-Petaluma	20.5	7.5	3.7
Stockton	23.6	15.7	8.0
Vallejo-Fairfield-Napa	12.4	9.1	4.5

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours 1987	Hourly Earnings $ 1987
CONSTRUCTION	607.0	NA	NA
MANUFACTURING	2,147.9	40.2	10.77
DURABLE GOODS	1,449.2	40.7	11.29
Lumber & wood prods.-SIC 24	67.7	40.8	9.32
Furniture & fixtures-SIC 25	62.1	40.0	8.08
Stone, clay, & glass prods.-SIC 32	56.8	41.7	12.27
Primary metal industries-SIC 33	43.7	41.9	10.39
Fabricated metal products-SIC 34	135.8	41.3	10.06
Machinery, except electrical-SIC 35	216.8	40.1	11.30
Electrical & electronic equip.-SIC 36	400.3	40.5	11.48
Transportation equipment-SIC 37	311.7	40.9	13.52
Instruments & related prods.-SIC 38	117.7	40.7	10.88
Misc mfg. inds-SIC 39	36.5	39.7	7.93
Food & kindred prods.	175.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 5 ,6 (Oakland)
Alhambra 5 (Burbank)
Anaheim 1, 5, 6 (Orange County)
Antioch 1, 5 (Concord)
Arcadia 1 (42 through La Verne)
Azusa 1, 5 (42 through La Verne)
Bakersfield 1, 5, 20, 21, 35, 45, 74
Baldwin Park 5 (42 through La Verne)
Bell 1, 5, 6 (Los Angeles)
Bell Gardens (Long Beach)
Bellflower 5 (Long Beach)
Berkeley 1, 5 (Oakland)
Beverly Hills (Los Angeles)
Brea 5 (Orange County)
Buena Park 1, 5 (Long Beach)
Burbank 5, 16, 19, 20, 23, 34, 35, 67, 72-75
Burlingame 5 (San Francisco)
Camarillo 5 (Oxnard)
Campbell 5 (San Jose)
Carlsbad 1 (San Diego)
Carson 1, 5, 6 (44 through San Pedro)
Cerritos (Long Beach)
Chico 5, 6, 74
Chino 5 (Ontario)
Chula Vista (San Diego)
Claremont 1, 5 (42 through La Verne)
Clovis 5 (Fresno)
Colton 1, 5, 6 (Riverside)
Compton 5 (Long Beach)
Concord 5, 75
Corona 1 (Riverside)
Costa Mesa 5 (Orange County)
Covina 5 (Ontario)
Culver City 5 (Los Angeles)

Cupertino (San Jose)
Cypress 5 (Long Beach)
Daly City (San Francisco)
Davis 5 (Sacramento)
Downey 5 (Long Beach)
El Cajon (San Diego)
El Monte 5 (42 through La Verne)
Escondido 1 (San Diego)
Fairfield (Concord)
Fontana 1, 5 (Ontario)
Fountain Valley (Orange County)
Fremont 6 (San Jose)
Fresno 1, 5, 21, 23, 34, 35, 73-75
Fullerton 1, 5, 6 (Orange County)
Garden Grove 5 (Orange County)
Gardena 5 (Los Angeles)
Glendale 5, 6 (Burbank)
Glendora 1 (42 through La Verne)
Hawthorne 1, 5 (Los Angeles)
Hayward 5, 6 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 5, 6 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 5, 6 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 5 (Long Beach)
La Puente (Ontario)
Lakewood 6 (Long Beach)
Lancaster 5 (Burbank)
Livermore 5, 6 (Oakland)
Lodi 5 (Stockton)
Lompoc 5 (Santa Maria)
Long Beach 1, 5, 6, 16, 20, 23, 33, 34, 68, 72-75
Los Altos (San Jose)
Los Angeles 1-21, 23-30, 32-41, 43-77, 80
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 5 (San Jose)
Merced 1, 5, 74
Milpitas 5, 6 (San Jose)
Modesto 1, 5, 6, 21, 74
Monrovia 1 (Burbank)
Montebello 1, 6 (Los Angeles)
Monterey 21, 35, 73-75
Monterey Park 5 (Burbank)
Mountain View 5 (San Jose)
Napa 5 (Santa Rosa)
National City 1 (San Diego)
Newark 5 (San Jose)
Newport Beach (Orange County)
Norwalk 5 (Long Beach)
Novato 5 (Oakland)
Oakland 1-6, 16, 19-21, 23, 34, 35, 66, 73-75, 78
Oceanside 1 (San Diego)
Ontario 5, 6, 14, 16, 20, 23, 33-35, 57, 66, 72-75
Orange County 1, 5, 16, 20, 21, 23, 33-35, 44, 45, 57, 59, 67, 72-75
Oxnard 5, 21, 74
Pacifica (San Francisco)
Palm Springs 5, 16, 20, 21, 23, 34, 35, 72-75
Palo Alto 5 (San Jose)
Paramount 5, 6 (Long Beach)
Pasadena 1, 5 (Burbank)
Petaluma 5 (Oakland)
Pico Rivera 1, 5, 6 (Los Angeles)
Pittsburg 1, 5, 6 (Concord)
Placentia 1 (Orange County)
Pleasant Hill (Concord)
Pleasanton 5, 6, (Oakland)
Pomona 1, 5, 6 (42 through La Verne)
Rancho Palos Verde (44 through San Pedro)
Redding 5, 21, 74
Redlands 1, 5 (Riverside)
Redondo Beach (Los Angeles)
Redwood City 5 (San Francisco)
Rialto 1, 5 (Riverside)
Richmond 1, 5 (Oakland)
Riverside 1, 5, 6, 45
Rosemead 5 (Burbank)
Sacramento 5, 6, 20, 21, 23, 33-35, 57, 73-75
Salinas 5 (Monterey)
San Bernardino 1, 5, 6 (Riverside)
San Bruno 5 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 14, 16, 19-21, 23, 26, 27, 33-35, 57, 60, 66-68, 72-75
San Francisco 1, 3, 5, 6, 11-13, 16, 19-23, 26-28, 30-36, 43, 47, 52, 54, 57, 58, 61, 63, 65, 66, 70, 72-76, 78
San Gabriel 5 (Burbank)
San Jose 5, 6, 16, 19-21, 23, 33-35, 72-75
San Leandro 5, 6 (Oakland)
San Luis Obispo 5, 21, 35, 74, 79
San Mateo 5 (San Francisco)
San Rafael 5 (Oakland)
Santa Ana 1, 5 (Orange County)
Santa Barbara 5, 20, 21, 23, 35, 45, 73, 74
Santa Clara 5 (San Jose)
Santa Cruz 5 (San Jose)
Santa Maria 21, 35, 74, 79
Santa Monica 5 (Los Angeles)
Santa Rosa 5, 21, 74
Saratoga (San Jose)
Seal Beach 5 (Long Beach)
Seaside 5 (Monterey)
Simi Valley 5 (Oxnard)
South Gate 5, 6 (Los Angeles)
South San Francisco 5 (San Francisco)
Stockton 1, 3, 5, 6, 74, 75
Sunnyvale 5 (San Jose)
Temple City 5 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 5 (San Pedro)
Turlock 5, 6 (Modesto)
Tustin 1 (Orange County)
Union City 5, 6 (Oakland)
Upland 1, 5 (Ontario)
Vacaville 5, 6 (Sacramento)
Vallejo 5 (Oakland)
Ventura 5 (Oxnard)
Visalia 1, 5, 21
Vista 1 (San Diego)
Walnut Creek (Concord)
West Covina 5 (Ontario)
Westminster 5 (Orange County)
Whittier 5, 6 (Long Beach)
Woodland 5, 6 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Chicago and North Western Transportation Co.
3. Illinois Central
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific

Airlines

7. Aero California
8. Aerolineas Argentinas
9. Aeromexico
10. Air America
11. Air Canada
12. Air France
13. Air Jamaica Limited
14. Air LA
15. Air New Zealand
16. Alaska Airlines
17. Alitalia
18. All Nippon Airways
19. Alpha Air
20. American
21. American Eagle
22. American Trans Air
23. America West
24. Avianca
25. Aviateca
26. Braniff
27. British Airways
28. CAAC
29. Canadian Airlines Intl.
30. Canadian Airlines Intl.-Can Part-Time Air
31. Cathay Pacific
32. China Airlines
33. Continental
34. Delta
35. Delta Connection-Sky West Airlines
36. Eastern
37. Ecuatoriana
38. Egyptair
39. El Al
40. Finnair
41. Garuda Indonesian
42. Grand Airways
43. Hawaiian Airlines
44. Helitrans Air Service
45. Holiday Airways
46. Iberia Airways of Spain
47. Japan Airlines
48. KLM
49. Korean Air
50. Lacsa
51. Lan Chile S.A.
52. Lufthansa
53. Malaysian Airline
54. Mexicana
55. MGM Grand Air, Inc.
56. Midway Airlines, Inc.
57. Northwest
58. Pan American
59. Pan Am Commuter-Resort Commuter
60. Pan Am Express
61. Phillippine Airlines
62. Qantas Airways-American Airlines
63. Quantas Airways, Ltd.
64. SAS
65. Singapore Airlines
66. Southwest Airlines
67. Stateswest Airlines
68. Sun Pacific Airlines
69. Swissair
70. TACA Intl.
71. Tap Air Portugal
72. TWA
73. United
74. United Express-Westair Commuter
75. USAir
76. UTA French Airlines
77. Varig
78. Westates Airlines
79. Wings West
80. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12eg
Alhambra — 21e, 22g
Anaheim — 2e, 21e, 22g
Antioch — 12eg

CALIFORNIA

Arcadia — 21e, 22g
Azusa — 3e, 21e, 22g
Bakersfield — 12eg
Baldwin Park — 21e, 22g
Bell Gardens — 21e, 22g
Bellflower — 21e, 22g
Berkeley — 12eg
Beverly Hills — 21e, 22g
Brea — 21e
Buena Park — 21e, 22g
Burbank — 4e, 22g
Burlingame — 12eg
Camarillo — 21e
Carlsbad — 19eg
Carson — 21e, 22g
Cerritos — 21e
Chico — 12eg
Chino — 21e
Chula Vista — 19eg
Claremont — 21e
Clovis — 12eg
Colton — 5e, 21e
Compton — 21e, 22g
Concord — 12eg
Corona — 21e, 22g
Costa Mesa — 21e, 22g
Covina — 21e, 22g
Culver City — 21e, 22g
Cupertino — 12eg
Cypress — 21e, 22g
Daly City — 12eg
Davis — 12eg
Downey — 21e, 22g
El Cajon — 19eg
El Monte — 21e, 22g
Escondido — 19eg
Fairfield — 12eg
Fontana — 21e
Fountain Valley — 21e, 22g
Fremont — 12eg
Fresno — 12eg
Fullerton — 21e, 22g
Garden Grove — 21e, 22g
Gardena — 21e, 22g
Glendale — 6e, 22g
Glendora — 21e, 22g
Hawthorne — 21e, 22g
Hayward — 12eg
Huntington Beach — 21e, 22g
Huntington Park — 21e, 22g
Inglewood — 21e, 22g
La Habra — 21e, 22g
La Mesa — 19eg, 22g
La Mirada — 21e, 22g
La Puente — 21e, 22g
Lakewood — 21e, 22g
Lancaster — 21e, 22g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 12e, 22g
Long Beach — 21e, 19g
Los Altos — 12eg
Los Angeles — 10e, 22g
Los Gatos — 12eg
Lynwood — 21e, 22g
Manhattan Beach — 21e, 22g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 21e, 22g
Montebello — 21e, 22g
Monterey — 12eg
Monterey Park — 21e, 22g
Mountain View — 12eg
Napa — 12eg
National City — 19eg
Newark — 12eg
Newport Beach — 21e, 22g
Norwalk — 21e, 22g
Novato — 12eg
Oakland — 12eg
Oceanside — 19eg
Ontario — 21e, 22g
Orange — 21e, 22g
Oxnard — 21e, 22g
Pacifica — 12eg
Palm Springs — 21e
Palo Alto — 14eg, 12g
Paramount — 21e, 22g
Pasadena — 15e, 22g
Petaluma — 12eg
Pico Rivera — 21e, 22g
Pittsburg — 12eg
Placentia — 21e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 21e, 22g
Rancho Cuccamonga — 21e
Redding — 16e, 12g
Redlands — 21e, 22g
Redondo Beach — 21e, 22g
Redwood City — 12eg
Rialto — 21e, 22g
Richmond — 12eg
Riverside — 17e, 21e, 22g
Rosemead — 21e, 22g
Sacramento — 18e, 12g
Salinas — 12eg
San Bernardino — 21e, 22g
San Bruno — 12eg
San Clemente — 19eg
San Diego — 19eg
San Francisco — 12eg, 13g
San Gabriel — 21e, 22g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 22g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 21e, 22g
Santa Barbara — 12e, 21e, 22g
Santa Clara — 20e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 22g
Santa Monica — 21e, 22g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 21e
Seaside — 12eg
Simi Valley — 21e, 22g
South Gate — 21e, 22g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 21e, 22g
Thousand Oaks — 21e, 22g
Torrance — 21e, 22g
Turlock — 23e, 12g
Tustin — 21e, 22g
Union City — 12eg
Upland — 21e, 22g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 21e, 22g
Visalia — 12e, 21e, 22g
Vista — 19eg
Walnut Creek — 12eg
West Covina — 21e, 22g
Westminster — 21e, 22g
Whittier — 21e, 22g
Woodland — 12eg

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503-0631
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Call Box 3006, Lodi
   95241
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring, Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Pacific Gas Transmission Co.
    160 Spear St., San Francisco 94105-1570
14. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
15. Pasadena Water and Power Dept.
    150 S. Los Robles Ave., Pasadena
    91101
16. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
17. Riverside Utilities Dept.
    3900 Main St., Riverside 92522
18. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
19. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
20. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
21. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
22. Southern California Gas Co.
    810 S. Flower St., Los Angeles 90017
23. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432

Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Asbestos	11,000	5,000
Boron minerals	624	420,900
Cement (portland)	10,600	648,400
Clays (excl. ball clay)	2,470	37,164
Gem stones	NA	3,365
Gold (recov. cont. of ores, etc.) — troy ozs.	729,272	320,150
Gypsum	1,316	10,505
Lime	473	26,190
Pumice	44	1,668
Sand & gravel:		
Construction	134,800	726,800
Industrial	2,445	42,000
Silver (recov. cont. of ores, etc.) — thous. troy ozs.	133	871
Stone:		
Crushed	45,900	266,700
Dimension	42	5,991
Talc and pyrophyllite	W	W
Combined value of barite (1987-88), calcium chloride (natural), cement (masonry), clays (ball, 1986/88), copper (1986/88), diatomite, feldspar, iron ore (usable), lead, magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth metal concentrates, salt, sodium carbonate (natural), sodium sulfate (natural), tungsten ore & concentrates, wollastonite (1986-87), and value indicated by the symbol W		335,648
Total 1988 (preliminary)		2,851,352

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Turner, Janet Dir.
Office of Business Development
Calif. Dept. of Commerce
1121 L. St., #600
Sacramento, 95814
916/322-5665

Areas & Others

Chico
Taylor, Audrey, Exec. Dir.
Butte EDC
P.O. Box 6250, 95926
916/893-8732

Corona
Guayante, George
City of Corona Off. Housing & Dev.
815 W. 6th St., 91720
714/736-2260

Fresno
Quiring, John E., Pres.
Fresno Cty. Econ. Dev. Corp.
2310 Tulare St., Ste. 235, 93721
209/233-2564
Martin, Mike, Coord.
CA Central Valley EDC
650 "O" Street
3rd Floor, 93760
916/362-3343

Hanford
Theibaux, Brian, Exec. Dir.
Crown Dev. Corp.
1222 West Lacey Blvd., Ste. 101, 93230-5901
209/582-4326

Long Beach
Cunningham, Hank, Dev. Mngr.
City of Long Beach
333 West Ocean Blvd., 90802
213/590-6830

Madera
Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
425 Gateway Dr. Ste. M, 93637
209/675-7768

Marysville
Hart, Tom W., Dir
Yuba Co. Airport/Enterprise Zone
1482 Sky Harbor Dr. Ste. A, 95901
916/741-6248

Redding
Daniels, Bruce C., Exec. Officer
Superior CA. Dev. Council, Inc.
737 Auditorium Dr., Ste. D, 96001
916/225-5300

Riverside
Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92501
714/781-9000

San Diego
Pegg, Dan, Pres.
San Diego Econ. Dev. Corp.
701 B. St., 92101
619/234-8484
Mitchell, Jennifer, Dir. Eco. Dev.
San Diego Gas & Electric
Box 1831, 92112
619/696-4700

San Francisco
Noya, Jan
Pacific Gas & Electric
123 Mission St., Rm. H2633, 94106
415/973-3073

Santa Maria
Royster, Bob, Exec. Dir.
Santa Maria Valley Developers
428 S. Broadway, Ste. E, 93454
805/922-7737

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Tracy
Birdsall, Roger, Dir.
Tracy Econ. Dev. Corp.
803 Central Ave., 95376
209/835-3948

Vacaville
Mktg. Dir.
Cheveron Land & Dev. Co.
3333 Vaca Valley Pkwy, 95688
707/446-3333

Vallejo
da Silva, Alvaro, Dir.
Vallejo Econ. Dev. Corp.
P.O. Box 3068, 94590
707/648-4444

Visalia
Jensen, Robert, Exec. Dir.
Tulare Cty. Econ. Dev. Corp.
P.O. Box 5033, 93278
209/627-0766
Vlazakis, Emmanuel, Dir.
Visalia Cham. of Comm.
720 W. Mineral King, 93291
209/734-5876

Vista
Campbell, Bob
Vista EDA
201 Washington St., 92083
619/726-1340

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HAWAII

STATE INFORMATION:

Financial assistance to industry:

Agricultural Loan Program
Aquacultural Loan Program
Enterprise zones (tax breaks)
Hawaii Capital Loan Program
Hawaii Innovation Loan Program
New Industry Training Fund

Tax rates:

Corporate income tax.........4.4%-6.4%
Personal income tax..........2.25%-10%
Excise tax..........................0.5%-4.0%
Filing fees, Domestic corps.: $50 fee. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.

Franchise filing fee..........................$50
Inventory tax......................................NA
Gasoline tax ....$.15-$.225/gal.
Exemptions for certain export goods
Refundable Income Tax for excise taxes pd. on capital investments

Advanced education facilities:

Four-year colleges & universities.......7
Two-year or junior colleges 7
Vocational & business schools........62

Medical facilities:

Hospitals 51

Labor analysis:

Civilian labor force.........514,000 (1987)
High school graduates....13,097 (1987)

For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 465 South King St., Room 104, Honolulu, HI 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, HI 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
HAWAII	965.0	1,104.5
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	402.4
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Honolulu	762.9	844.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII	21.7	40.7	10.50
Honolulu	31.3	39.1	10.79

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII	21.7	13.2	2.5
Honolulu	16.0	9.1	2.3

*preliminary figures

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.1	38.0	18.69
MANUFACTURING	22.3	40.1	9.79
DURABLE GOODS	4.3	NA	NA
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay & glass prods.-SIC 32	1.1	NA	NA
Food & kindred prods.	10.3	41.1	8.82

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 5, 16
Honolulu 1-27
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air America
2. Air Molokai-Tropic Airlines
3. Air New Zealand International
4. Air Tungaru
5. Aloha Airlines
6. Aloha Airlines-Aloha Islandair
7. Aloha Islandair, Inc.
8. American
9. American Trans Air
10. America West
11. Canadian Airlines Intl.
12. China Airlines
13. Continental
14. Delta
15. Garuda Indonesian
16. Hawaiian Airlines
17. Japan Airlines
18. Korean Air
19 Malaysian Airline
20. Northwest
21. Pan American
22. Panorama Air
23. Philippine Airlines
24. Qantas Airways, Ltd.
25. Singapore Airlines
26. TWA
27. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	400	32,800
Masonry	10	1,600
Gem stones	NA	125
Sand & gravel:		
Construction	600	2,400
Stone (crushed)	5,700	41,000

Combined value of other industrial minerals	300
Total 1988 (preliminary)	78,225

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan	Temp. F Jul	Degree Days Heating	Degree Days Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

DEVELOPMENT COUNSELORS:

State Development Agency

Ulveling, Roger A., Dir.
Dept. of Bus. & Econ. Dev.
P.O. Box 2359
Honolulu, HI 96804
808/548-6914

Areas & Others

Honolulu

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Ste. 735
1001 Bishop St., 96813
808/545-4533

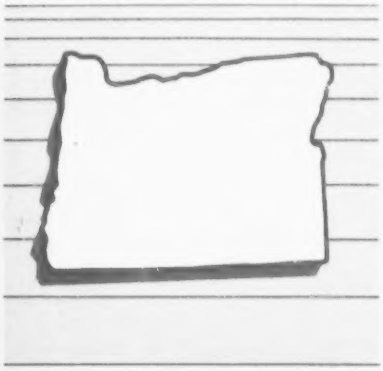
Vieira, Robert L., Dir., Area Dev.
Hawaiian Electric, Co.
P.O. Box 2750, 96840
808/543-4794

Lihue

Baumgart Turner, Kristen, Dir.
Cty. of Kauai
Office Eco. Dev.
4396 Rice St., 96766
808/245-7305

Wailuku

Matsumoto, Fred, Coord.
Cty. of Maui
Dept. Econ. Dev.
County Bldg., Maui 96792
808/233-7710



OREGON

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
- Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:

Corp. tax	
Personal income tax	5%-9%
Sales tax	none
Franchise & incorp. tax	$20-$440
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	35
Two-year or junior colleges	16
Vocational & business schools	80

Medical facilities:

General hospitals	68
Specialty hospitals	7
Clinics	NA

Labor analysis:

Civilian labor force	1,408,000 (1988)
High-school grads	75.8% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:

Air & water emissions and solid & hazardous waste disposal: Dept. of Environ. Quality, 811 SW 6th Ave., Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
OREGON	2,632.7	2,755.6
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	41.7
Eugene	105.6	110.2
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	45.0
Portland	366.4	448.2
Salem	89.2	95.2
Springfield	41.6	39.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Eugene- Springfield	275.2	268.1
Medford	132.5	144.2
*Portland	1,106.0	1,179.3
Salem	249.9	268.5

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	222.4	40.2	10.84
Eugene—Springfield	21.0	40.3	10.90
Portland	100.2	40.4	11.13
Salem	17.8	39.2	8.76

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON	222.4	64.9	4.6
Eugene-Springfield	21.0	6.2	4.4
Portland	100.2	27.9	4.3
Salem	17.8	5.5	4.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/89
Office, professional, & technical	
Payroll clerks	$ 8.48
Accounting clerks	7.77
File clerks	5.62
Typists	6.61
Key entry operators	7.14
Secretaries	9.89
Switchbd opr-recept's	6.87
Word processors	7.83
Drafters	9.88
Computer operators	9.09
Computer programmers	12.57
Computer systems analysts	16.76
Maintenance & powerplant	
Carpenters	13.12
Electricians	14.62
Engineers, stationary	14.03
Machinists	13.81
Mechanics (machinery)	13.67
Tool & die makers	14.60
Custodial & material movement	
Guards	4.98
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	10.37
Shippers & receivers	11.08
Truckdrivers	12.09
Forklift operators	10.56

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	39.0	35.9	14.10
MANUFACTURING	214.3	39.4	10.64
DURABLE GOODS	155.9	39.8	10.75
Lumber & wood prods.-SIC 24	68.7	39.4	10.90
Furniture & fixtures-SIC 25	2.7	36.2	8.63
Stone, clay, & glass prods.-SIC 32	4.1	NA	NA
Primary metal industries-SIC 33	10.2	42.4	11.98
Fabricated metal products-SIC 34	11.0	39.7	9.70
Machinery, except electrical-SIC 35	17.1	40.2	10.96
Electrical & electronic equip.-SIC 36	15.5	NA	NA
Transportation equipment-SIC 37	11.2	NA	NA

Instruments & related prods.-SIC 38		
11.9	NA	NA
Misc. mfg. industries-SIC 39		
3.8	NA	NA
Food & kindred prods.		
24.1	37.4	8.51

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 5 (Eugene)
Beaverton 1, 5 (Portland)
Corvallis 5 (Salem)
Eugene 1, 4, 5, 8, 13, 17-19
Gresham (Portland)
Hillsboro 1, 5 (Portland)
Medford 5, 13, 17-19
Portland 1-3, 5-19
Salem 1, 5, 13
Springfield 5 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. Illinois Central
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific System

Airlines

7. Alaska Airlines
8. American
9. America West
10. Continental
11. Delta
12. Eastern
13. Horizon Air
14. Northwest
15. Skylink Airlines
16. TWA
17. United
18. United Express-NPA
19. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   201 W. 6th St., Medford 97501
2. Eugene Water & Elec. Bd.
   500 E. 4th Ave., Box 10148, Eugene 97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North A St., Box 300, Springfield 97477

Rural utilities contacts:

Oregon Rural Elec. Co-op Assn.
575 Union St., N.E.
Salem 97301
503/585-9988

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp F.		Degree Days	
	Jan	Jul.	Heating	Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	271	1,096
Gem stones	NA	500
Sand & gravel:		
Construction	13,600	44,100
Stone (crushed)	20,300	70,500
Talc & pyprophyllite	(1)	27
Combined value of cement, diatomite, gold, lime, pumice, silver (1987-88), and stone (dimension, 1986)		53,080
Total 1988 (preliminary)		169,303

* thousand short tons except as noted
(1) less than ½ unit

DEVELOPMENT COUNSELORS:

State Development Agency

Oregon Econ. Dev. Dept.
Business Dev. Div.
595 Cottage St., N.E.
Salem, 97310
503/373-1200

Areas & Others

Corvallis
Starker, Bond
Sunset Research Park
P.O. Box 809, 97339
503/929-2477

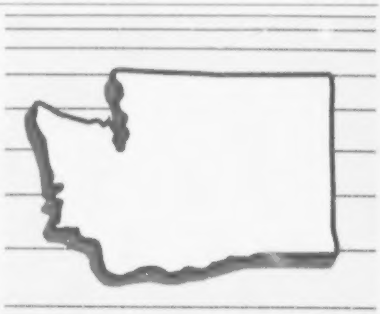
Eugene
Lively, John D., Exec. Dir.
Eugene/Springfield Metro. Partnership
P.O. Box 10398, 97440
503/686-2741

Klamath Falls
Di Pietro, Charlie, Exec. VP.
Klamath County Econ. Dev. Assoc.
127 S. Sixth St., 97601
503/882-9600

Medford
Shelby, Liz, Dir.
Medford/Jackson Cty. EDC
304 S. Central Ave., 97501
503/772-6293

Portland
Hannigan, Scott R., Dir. Ind. Dev.
Pacific Power & Light Co.
920 Southwest 6th Ave., 97205
503/464-5441

Rosenburg
Kuhn, G. Anthony, Exec. Dir.
C.C.D. Business Dev. Corp.
744 Southeast Rose St., 97470
503/672-6728



WASHINGTON

STATE INFORMATION:

Financial assistance to industry:
- IRB/Umbrella Bonds
- Aid for job training
- Community Economic Revitalization Board grants/loans
- Sales tax deferrals
- B&O tax credit

Tax rates:
- Corporate income tax .... none
- Personal income tax .... none
- Sales tax .... 6.5% (local 0.5-1.0%; up to 0.6% metro tax optional)
- Business occupation tax
  Tax imposed on gross receipts. @ $4,840/$1 million
- Franchise fee $500
  $100/yr. renewal
- Incorporation fee $175
  $50/yr. renewal
- Inventory tax.................................. none
- Gasoline tax .... $.18/gal.

Advanced education facilities:
- Four-year colleges & universities.....25 (Public & private)
- Two-year or junior colleges ....31 (Public only)
- Vocational & business schools..........5 (Public only)
- Regional vocational skill centers.....15 (Public only)

Medical facilities:
- Hospitals (licensed) 118
- Clinics .... NA

Labor analysis:
- Civilian labor force.................2,382,300 (9/89)
- High-school grads ....47,318 (1989-90 proj.)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, KG-11, Olympia, WA 98504, 206/438-4800

Environment controls:

Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WASHINGTON	4,130.2	4,630.2
Auburn	26.4	31.3
Bellevue	73.9	84.3
Bellingham	45.8	46.3
Bremerton	36.2	36.3
Edmonds	27.5	NA
Everett	54.4	63.0
Kennewick	34.4	40.8
Longview	31.1	NA
Olympia	27.4	31.5
Renton	30.6	NA
Richland	33.6	32.9
Seattle	493.8	490.4
Spokane	171.3	173.3
Tacoma	158.5	161.8
Vancouver	42.8	44.0
Walla Walla	25.6	NA
Yakima	49.8	50.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bellingham	106.7	118.6
Bremerton	146.6	180.5
Olympia	124.3	156.1
Richland-Kennewick- Pasco	144.5	150.7
*Seattle	1,606.8	1,842.5
Spokane	341.8	357.3
*Tacoma	485.6	555.9
*Vancouver	192.0	216.6
Yakima	172.5	186.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/89)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	367.8	34.2	11.75
Seattle	219.7	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/89)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON	367.6	124.3	5.2
Seattle	219.7	44.1	4.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Seattle 11/88
Office, professional, & technical	
Payroll clerks	$ 9.45
Accounting clerks	8.81
File clerks	6.38
Typists (non-manufacturing)	7.38
Key entry operators (non-mfg.)	8.02
Secretaries	9.18
Switchbd opr-recept's	7.62
Word processors	9.24
Drafters	NA
Electronics technicians	15.56
Computer operators	10.95
Computer programmers	12.64
Computer systems analysts	18.69
Maintenance & powerplant	
Carpenters	15.12
Electricians	NA
Engineers, stationary	15.67
Machinists (manufacturing)	13.80
Mechanics (machinery)	15.03
Custodial & material movement	
Guards	5.39
Janitors, porters, & cleaners	6.97
Laborers, mat'l handling	10.52
Shippers & receivers	9.42
Truckdrivers	13.39
Forklift operators	11.69

Industrial Mix (1988)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	96.0	36.9	16.15
MANUFACTURING	338.6	40.1	11.83
DURABLE GOODS	241.0	NA	NA
Lumber & wood prods.-SIC 24	41.4	38.8	10.96
Furniture & fixtures-SIC 23	4.2	NA	NA
Stone, clay, & glass prods.-SIC 32	7.5	NA	NA
Primary metals inds.-SIC 33	12.8	43.0	12.67
Fabricated metal products-SIC 34	10.9	NA	NA
Machinery, except electrical-SIC 35	18.1	NA	NA
Electrical & electronic equip.-SIC 36	13.5	NA	NA
Transportation equipment-SIC 37	116.0	43.5	13.75
Instruments & related prods.-SIC 38	11.5	NA	NA
Misc. mfg. industries-SIC 39	5.3	NA	NA
Food & kindred prods.	33.1	36.9	9.29

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 2, 6 (Seattle)
Bellevue 2 (Seattle)
Bellingham 2, 8, 9, 21, 33, 34
Bremerton 2, 14
Edmonds 2 (23 through Kenmore)
Everett 2 (Seattle)
Kennewick 2, 6 (Pasco)
Longview 2, 6 (Portland, OR)
Olympia 2, 6 (Seattle)
*Pasco 2, 17, 21, 33
Renton 2 (Seattle)
Richland 2, 6 (Pasco)
Seattle 1-34
Spokane 2, 9, 15, 17, 21, 26, 32, 33
Tacoma 2, 6 (Seattle)
Vancouver 2, 6 (Portland, OR)
Walla Walla 2, 21
Yakima 2, 6, 21, 33

Under 25,000

Railroads

1. Alaska Hydro-Train
2. Burlington Northern R.R. Co.
3. Chicago and Northwestern Transportation
4. CP Rail
5. Illinois Central
6. Union Pacific System

Airlines

7. Air Canada-Air BC Ltd.
8. Air San Juan/Chart Air
9. Alaska Airlines
10. American
11. America West
12. British Airways
13. Canadian Arlns. Intl. Can Part-Inter Canadian
14. Coastal Airways
15. Continental
16. Continental Airlines-SAS Scandinavian
17. Delta
18. Eastern
19. Harbor Airlines
20. Hawaiian Airlines
21. Horizon Air
22. Japan Airlines
23. Kenmore Air Harbour Inc.
24. Lake Union Air Service
25. Mexicana
26. Northwest
27. Northwest-Horizon Air
28. Pan American
29. SAS
30. Thai Airways Int'l.
31. TWA
32. United
33. United Express-NPA
34. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 1g, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022

3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. Clark County Public Utilities
   1200 Ft. Vancouver, Box 8900
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Box 3007,
   Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

Rural utilities contact:

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	W	W
Portland	700	35,500
Clays	279	1,738
Gem stones	NA	200
Peat	8	190
Sand & gravel:		
Construction	25,100	73,800
Industrial	310	5,975
Stone:		
Crushed	13,900	47,700
Dimension	1	60
Combined value of calcium chloride (natural), copper (1986), diatomite, gold, gypsum, lime, magnesium metal, olivine, silver, and values indicated by symbol W		221,418
Total 1988 (preliminary)		386,581

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

DEVELOPMENT COUNSELORS:

State Development Agency

Berryman, Harry C., Jr., Acting Dir.
Business Expansion Group
Washington Dept. of Trade & Eco. Dev.
Westin Bldg. 27th Fl.
2001-Sixth Avenue, 98121
206/464-6282

Areas & Others

Aberdeen
Clothier, Dan, Exec. Div.
Grays Harbor EDC
506 Duffy St., 98520
206/532-7888
800/533-6618

Everett
Thoresen, John, Pres.
Snohomis Cty. EDC
917 134th St., SW, Ste. 103 98204
206/743-4567

Seattle
Peabody, Penny, Pres.
Seattle/King Cty. EDC
701 Fifth Ave., Ste. 2510, 98104
206/386-5040

Spokane
Cooper, Bob, Exec. Dir.
Spokane EDC
P.O. Box 203, 99210
509/624-9285

Tacoma
President
Tacoma-Pierce Cty. EDB
P.O. Box 1555, 98401
206/383-4726

Upcoming in PLANT LOCATION...

South Atlantic Regional Review—Part I

An upclose look at:
Delaware, Florida, North Carolina, South Carolina, Washington D.C.

Publication Date: Fall 1990

South Atlantic Regional Review—Part II

An upclose look at:
Maryland, Georgia, Virginia, West Virginia

Publication Date: Fall 1990

ASSOCIATIONS

WHERE THEY ARE, WHAT THEY DO, WHO TO TALK WITH, AND HOW THEY CAN HELP

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
(703) 684-5700 Fax: (703) 684-6321

Contact: Erik Stromberg, President

Purpose: To provide an organizational resource to the ports of the western hemisphere. It is an association dedicated to the service of the port industry and to the professionalism of port managers.

Services: Researches topics pertinent to companies locating in a port district, such as port safety; port rules and regulations; planning, design, construction, and maintenance of landside port structures.

American Economic Development Council

9801 W. Higgins Rd., Ste.
540 Rosemont, IL 60018-4726
(708) 692-9944 Fax: (708) 696-2990

Contact: James Ahr, CAE, President

Purpose: Professional career growth and advancement of economic and industrial developers.

Services: Offers a wide variety of continuing education programs and publications, to foster improved practices in site selection and economic development technique.

American Society of Real Estate Counselors

430 North Michigan Avenue
Chicago, IL 60611
(312) 329-8427

Contact: Lois Hofstetter, Exec. VP

Purpose: To address the public need for competent, unbiased advice, professional guidance and sound judgment on the diversified problems encountered in the broad field of real estate.

Services: Counselor of Real Estate (CRE) designation, CRE member directory, networking, educational meetings, public awareness, publications.

Associated Builders and Contractors

729 15th Street, NW
Washington, DC 20005
(202) 637-8800

Contact: John Pannullo, Industry Relations

Purpose: A national trade association representing 18,000 merit-shop construction firms in 80 chapters across the United States.

Services: The "Construction Buyer's Service"—a free, computerized data bank containing over 5,000 general contractors and subcontractors' profiles.

Association of University Related Research Parks

4500 S. Lakeshore Dr., Ste. 475
Tempe, AZ 85282
(602) 752-2002

Contact: Chris Boettcher, Exec. Director

Purpose: AURRP was organized in response to the growing interest in research & development operations based in specially planned properties, referred to as "university research parks." Provides information, construction, management, and marketing of university-related research parks.

Services: Provides contact information, locations of research parks, services & amenities, as well as consulting services.

Council of State Chambers of Commerce

122 C St., NW, Suite 330
Washington, DC 20001
(202) 484-8103

Contact: William Brown, President

Purpose: State chamber of commerce and industry executives comprise membership. Best known in the corporate community for its work in state and interstate taxation.

Services: Within the Council's organizational umbrella are groups specializing in unemployment compensation, Social Security, payroll tax compliance, state income, sales and use taxes and property taxes.

Edison Electric Institute

1111 19th Street, NW
Washington, DC 20036
(202) 778-6561

Contact: Sally Hooks, Manager, Marketing Services

Purpose: The association of electric companies—providing a forum for the exchange of ideas and a national focus for issues critical to the industry's future.

Services: Offers information and research on fuel source options, conservation, and energy efficiency. The free location assistance directory offers utility contacts, with electric rates and service area information.

Free Zone Authority, A Div. of The Services Group, Ltd.

1815 North Lyn Street, Suite 200
Arlington, VA 22209
(703) 528-7444

Contact: Mark Frazier, Chairman

Purpose: Established in 1980 to promote the development and use of tax-free trade zones worldwide, by serving as a "one- stop" center for planning, management, financial and marketing services.

Services: FZA has assisted a variety of multinational firms in assessing offshore zones as locations for direct investment and/or subcontracting in such fields as telecommunications, informatics, electronics, and apparel operations.

Industrial Developers Association of Canada

1645 Pierre Place

Mississauga, Ontario L5J 3G6
(416) 822-8771

Contact: Marilyn J. Austin, Exec. Director

Purpose: To establish and maintain the highest standard of industrial and economic development through the implementation of educational programs, the exchange of information, and the advancement of skills and knowledge of those in the profession in Canada.

Services: Educational programs to foster improved site selection. Publishes directory of development contacts.

Inland Rivers, Ports and Terminals, Inc.

204 East High Street
Jefferson City, MO 65101
(314) 634-2028

Contact: Kathy Pabst, Exec. Secretary

Purpose: Promotes and develops the healthy growth of inland rivers, ports and terminals, including development of lands adjacent to navigable U.S. rivers. Promotes and develops improved services to shippers.

Services: Keeps members abreast of—and offers governmental representation in—matters affecting the economic well-being and growth of ports, terminals and related industries of the inland river system.

Japan-U.S. Trans Associates

P.O. Box 2894
West Lafayette, IN 47906
(317) 463-2093 Fax: (317) 463-1726

Contact: Linda Hasegawa, Director

Purpose: Building Japanese-American business relations. Through "Bridging the Gap" seminars, offers education about: Japanese culture, what Japanese companies expect from Americans, how to make initial contact with potential clients, how to host and communicate with the Japanese.

Services: On-site seminars, translation/interpretation, intensive Japanese course, relocation training for Japanese and Americans, site location consultation, general consulting and research.

Mid American Economic Development Council

9801 W. Higgins Rd., Ste. 540
Rosemont, IL 60018-4726
(708) 692-2544

Contact: James Ahr, CAE, Exec. Dir.

Purpose: To promote the interests of economic development in the states of Indiana, Illinois, Iowa, Michigan, Minnesota, Nebraska, Ohio, North Dakota, South Dakota, and Wisconsin.

Services: Annual membership directory of economic development specialists in the 10 member states. Also provides seminars on current trends in economic development.

National Association of Dev. Organizations

400 N. Capitol St., NW, Suite 372
Washington, DC 20001
(202) 624-7806

Contact: Aliceann Wohlbruck, Exec. Dir.

Purpose: Promotes economic development in small cities and rural areas. Coordinates public and private sectors, including: multi-county planning and development organizations; state, county and city agencies; educational institutions; and private business.

Services: Weekly newsletter, special reports, early warnings on congressional activities, information services, regional training workshops, annual conference.

National Association of Foreign Trade Zones

International Square
1825 Eye St., Suite 400
Washington, DC 20006
(202) 429-2020

Contact: Brandi Drago, Acting Exec. Director

Purpose: A non-profit organization for those entities and individuals involved in the U.S. Foreign Trade Zone program.

Services: Represents the interests of its members before Congress and the Executive Branch on issues affecting the establishment, financing and operation of FTZs. Monthly newsletter, bulletins, annual conferences, seminars.

National Business Incubation Association

One President Street
Athens, OH 45701
(614) 593-4331 Fax: (614) 593-1996

Contact: Dinah Adkins, Exec. Director

Purpose: To provide information to members and others on the U.S. small business incubation industry; to research and promote this industry.

Services: Publications include: Newsletter, technical reports, directory of small business incubators.

National Association of Industrial & Office Parks

1215 Jefferson Davis Highway
Suite 100
Arlington, VA 22202
(703) 979-3400

Contact: Sid Peters, Exec. VP

Purpose: Promotes member education, interaction and communication for the advancement of the individual and betterment of the industry.

Services: Have included medical group insurance, association credit cards, book and publication sales, auto rental, mailing list sale, exhibit and trade shows, projects plan analysis. Information and Research Center.

National Association of Installation Developers

P.O. Box 2145
Northbrook, IL 60065
(312) 272-3930

Contact: Donald Walker, Exec. Director

Purpose: An independent, nonprofit association of organizations and individuals active in the commission, reuse and development of former federal installations.

Services: Publications, annual conference, active in legislation, membership directory, information.

National Council for Urban Economic Development

1730 K Street, NW
Washington, DC 20006
(202) 223-4735

Contact: Jeffrey A. Finkle, Exec. Director

Purpose: To help the economic revitalization of U.S. cities, specifically helping to develop policies for local economic development. Identify and make maximum use of research in this area.

Services: Offers a clearinghouse for information on economic development problems and solutions. Annual conference and technical regional conferences. Newsletter, quarterly magazine and legislative reports to members. Tecnical Advisory Service for site selection.

National Rural Electric Cooperative Association

1800 Massachusetts Avenue, NW
Washington, DC 20036
(202) 857-9562

Contact: Dan Kamerman, Economic Dev. Mgr.

Purpose: Represents 1,000 consumer-owned, non-profit cooperative electric systems.

Services: Provides building information and community data. Can develop cost-efficient energy plans for sites, and can provide incentive and start-up rates. Also offers directory of professionals, resource teams, incubator development teams, directory of federal programs, REA grants and loans.

Northeastern Industrial Developers Association

c/o Barnet Development Group
97 Main Street
Cheshire, CT 06410
(203) 272-9099

Contact: Mark Waterhouse, CID, Exec. Director

Purpose: To promote the economic & Industrial development and protect the economies of: New England, Delaware, District of Columbia, Maryland, New Jersey, New York, Pennsylvania.

Services: Annual member directory of economic developers, consultants and related disciplines. Speakers' Bureau and Resource Directory. Quarterly newsletter, annual conference, alternating biennial "Fundamentals of Economic Development" seminar and advanced seminar.

The Services Group, Inc.

1815 N. Lynn St., Suite 200
Arlington, VA 22209
(703) 528-7444

Contact: Mark Frazier, Chairman

Purpose: Provides site selection services relating to free zones, industrial office parks, science-based parks, teleports, and offshore information industries in developed and developing countries.

Services: Preinvestment studies, including market assessments, financial & physical planning, analysis of competitive facilities, and packaging of projects for international financial institutions.

Society of Office and Industrial REALTORS

777 14th Street, NW
Washington, DC 20005-3271
(202) 383-1150

Contact: Nancy B. Bryant, Exec. VP

Purpose: To advance professionalism, increase marketing capabilities, and see that a high ethical standard is maintained by its members.

Services: Offers publications including: *Guide to Industrial and Office Real Estate Markets* (annual), Society newsletter; *Executive Guide to Specialists in Industrial and Office Real Estate;* and SIOR member directory.

Society of Real Estate Appraisers

225 North Michigan, Suite 724
Chicago, IL 60601-7601
(312) 819-2400

Contact: Robert E. Palmer, Exec. VP

Purpose: Train and designate practicing real estate appraisers who can earn the SRA (Senior Residential Appraiser), SRPA (Senior Real Property Appraiser), or SREA (Senior Real Estate Analyst) designation.

Services: Designated members offer expertise in the appraisal and analysis of all types of real property: residential, commercial, industrial, investment, and special-purpose.

Southern Industrial Development Council

1649 Tullie Circle, NE, Suite 105
Atlanta, GA 30329
(404) 636-0969

Contact: Robert B. Cassell, Executive Director

Purpose: To advance the industrial development of: Alabama, Arkansas, Florida, Georgia, Kansas, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, South Carolina, Oklahoma, Tennessee, Texas, Virginia, West Virginia, and the District of Columbia.

Services: Distributes general interest brochures and general programs designed to upgrade the industrial development profession. Annual directory of development counselors.

Urban Land Institute

1090 Verment Avenue, NW, Suite 30
Washington, DC 20005
(202) 289-8500

Contact: Andrea C. Stoken, Public Affairs Asst.

Purpose: Established in 1936 as a nonprofit research and education organization dedicated to improving the quality of land use planning and development. Members of the Washington, D.C.-based Institute include land developers, architects, city planners, financiers, academicians, and others interested in land use.

Services: Information source for land use planning and development in the U.S. The Institute has published more than 100 books on land use and development. Sponsors meetings, workshops, seminars. Offers advisory services for communities with development problems and provides ongoing information on trends, practices, policies, and regulations.

SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION

The information is supplied by the research departments of state development agencies.

DEVELOPMENT COUNSELORS

U.S. Contacts

Plant Location internal sources.

Ports

Membership list of the American Assn. of Port Authorities Inc. (1010 Duke St., Alexandria, VA 22314).

POPULATION

Cities Over 25,000/ Metropolitan Statistical Areas (MSAs)

Census figures for U.S. are from *1980 Census of Populations, Final Reports,* Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce).

LABOR

U.S. Manufacturing Payrolls/Unemployment

figures from *Employment & Earnings,* Dec. 1989, Vol. 36, No. 12 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

Industrial Mix

U.S. figures from Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212).

Area Wage Survey

Area Wage Survey Bulletins (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

TRANSPORTATION

Railroads

The Official Railway Guide North American Freight Service Edition, July/Aug. 1989, Vol. 122, No. 1; and *The Pocket List of Railroad Officials,* 3rd Quarter 1989, Vol. 5, No. 3 (International Thomson Transport Press, Inc., 424 W. 33rd St., New York, NY 10001).

Airlines

North American Travel Planner & Hotel/Motel Guide, Dec. 1989-Feb. 1990, Vol. 31, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES

Electric

Electrical World Directory of Electric Utilities, 1989-90 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas

Brown's Directory of North American Gas Companies, 1989 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

RAW MATERIALS

U.S. Materials

Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

CLIMATE

U.S. Climate

Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980, U.S. Dept. of Commerce, National Climatic Center.

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to Abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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FREE LITERATURE

NEW ENGLAND

NEW HAMPSHIRE

10 CITY OF CONCORD

Demographic information package, video tape "Concord, Heart of Healthy NH", financial indicators report, available labor survey, office or industrial space absorption reports, list of manufacturers, retail establishments, service industries, tourist attractions, schools, dining facilities, weather & climatological data, insurance companies, media list and real estate brokers.

MID-ATLANTIC

NEW JERSEY

2 BELLEMEAD DEVELOPMENT CORP.

Bellemead has been responsible for the creation of more than 6.5 million sq. ft. of office space throughout New Jersey. The Roseland-based firm includes in its portfolio corporate centers in Bergen, Essex, Morris, Middlesex, Somerset, and Hunterdon counties, with out-of-state centers located in Florida, Illinois, Maryland, and Michigan. Bellemead, a wholly-owned subsidiary of the Chubb Corp., is a full-service real estate organization whose capabilities encompass planning, architecture, construction, marketing, and management.

11 COUNTY OF MONMOUTH, DEPT. OF ECONOMIC DEV.

We provide an interesting informational packet containing a general overview of Monmouth County, together with comprehensive demographics, list of major employers and major industrial parks. A color brochure, "Monmouth County—A Special Kind of Living," depicts the environment of the county, including lifestyle, etc.

NEW YORK

13 NIAGARA COUNTY IND. DEV. AGENCY

The staff of the Niagara County Industrial Development Agency can help you with your expansion plans. Attractive financial and job training packages can be arranged as well as business counseling and assistance with site selection. To obtain our video and business profile contact us today.

PENNSYLVANIA

49 SOUTHARD CO.

"A New Alternative for Qualified Assistance in Real Estate" offers corporations nationwide marketing and brokerage services for surplus facilities and site search assistance for new facility requirements. Contact Judy Southard Franco on 215-576-7181 for more information on available buildings and sites in your target area.

15 WILLIAMSPORT-LYCOMING CHAMBER OF COMMERCE

The home of Little League Baseball has free demographic, economic and available-site information. One of the best counties in the nation for outdoor recreation is also a leading center of manufacturing job growth.

SOUTH ATLANTIC

FLORIDA

16 BROWARD ECONOMIC DEV. BOARD

Broward Economic Development Board presents an overview of Broward County's business and lifestyle opportunities in a free videotape, lifestyle brochure, demographic marketing kit, and business park map. Centrally located in the heart of South Florida, Broward County wants to show you why it is rapidly becoming a prime location for major corporate expansions and relocations.

18 ECONOMIC DEV. COMMISSION OF MID-FLORIDA, INC.

Information available covering: Demographics, housing, education, government, taxes & finance, utilities, transportation, labor, local industries, available facilities, and quality of life. Community tours and introduction to community leaders also available.

17 FLORIDA DEPT. OF COMMERCE

Florida offers comprehensive, confidential business location and expansion services. To learn more about our services and how Florida's strong, dynamic economy will benefit your firm, send for our comprehensive brochure containing the facts you need.

GEORGIA

19 SAVANNAH ECONOMIC DEV. AUTHORITY, GA

Explore the various opportunities of doing business in Savannah. Get your copy of our SITE SELECTORS MANUAL which answers a variety of questions concerning what makes Savannah the ideal location for your next relocation or expansion. Contact: David Ginn at 1-800-673-7388.

NORTH CAROLINA

20 GREENE COUNTY ECO. DEV. COMMISSION

The Greene County Economic Development Commission will provide information on its industrial sites, available buildings, labor force, job training, taxes, transportation, and quality of life. Brochures and a videotape are available.

21 NORTH CAROLINA DEPT. OF COMMERCE

The 10 best reasons for locating in North Carolina: Large and productive labor force, free work force training and exceptional educational facilities, excellent labor environment, low energy and construction costs, unequaled proximity to major markets, comprehensive transportation network, a great place to live, low tax burden, a government that works for business, professional development assistance.

VIRGINIA

23 LEE HILL INDUSTRIAL PARK

Brochures and supplemental information available for largest full-service Industrial Park between Baltimore, MD. and Norfolk, VA. Water, sewer, gas, and rail available along with airport facilities. Excellent access to I-95. Well-trained labor force. Specific details and prices available upon request.

24 VIRGINIA PENINSULA ECONOMIC DEVELOPMENT COUNCIL

The Virginia Peninsula Economic Development Council offers an extensive profile. This comprehensive publication details the area's lifestyle and climate; labor resources; transportation, communications and utilities; financial and tax information; leading industries; industrial and office parks; leisure and educational opportunities; a detailed map of the area, plus more.

EAST NORTH CENTRAL

ILLINOIS

1 NORTHERN ILLINOIS GAS

Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

INDIANA

5 GREATER LOUISVILLE ECONOMIC DEVELOPMENT PARTNERSHIP

Established in 1987, The Greater Louisville Economic Development Partnership (formerly the Campaign for Greater Louisville) is a public-private partnership which coordinates the buisness attraction and marketing efforts of four Kentucky and three Southern Indiana counties. Contact Brad Richardson, Sr. VP, at (502) 566-5038 for more information.

26 NORTHERN INDIANA PUBLIC SERVICE COMPANY

A staff of professionals is available to assist you with your location needs. Building and site inventories are available as well as community analyses of cities and towns in Northern Indiana. All services provided at no charge and in a confidential manner.

MICHIGAN

3 CONSUMERS POWER CO., MI

Consumers Power is Michigan's largest electric and gas utility. Our full service Econ. Dev. Dept. provides confidential in-depth information on industrial sites and communities. Special electric and gas incentive rates are available for new and existing customers.

7 MIDLAND COUNTY ECONOMIC DEVELOPMENT CORPORATION.

MCEDC is the principal agency involved in industrial development in this mid-Michigan county. Information is available on the county, high-tech & research parks, education, available sites and buildings, and demographics.

OHIO

27 CITY OF WILLOUGHBY

We have literature available for industrial sites, quality of life, the Lost Nation Municipal Airport, business neighbors, and any tax incentives available. Also available upon request is a videotape highlighting Wiloughby.

WISCONSIN

29 FORWARD WISCONSIN, INC.

A wide assortment of information and facts on Wisconsin's economy and business advantages, including available sites and buildings, labor training and costs, taxes, cost of living, utility rates, and quality of life.

28 WISCONSIN PUBLIC SERVICE CORP.

WPSC is the electric and natural gas utility serving northeastern and central Wisconsin. WPSC can provide information on energy conservation programs and assist companies to take advantage of off peak energy options. WPSC provides information on available buildings, sites, financing and local/state economic development programs.

EAST SOUTH CENTRAL

ALABAMA

30 METROPOLITAN DEVELOPMENT BOARD

The Metropolitan Development Board, representing the five-county Birmingham MSA, is happy to respond to inquiries for information on available sites and facilities, cost of living, wage and tax rates and other factors relating to economic development and business location in America's most livable city.

31 NORTH ALABAMA INDUSTRIAL DEV. ASSN.

NAIDA will provide data on the North Alabama area served by Tennessee Valley Authority Power free of charge. Information is available on industrial parks and sites, available buildings, transportation, utilities, taxes, demographics, labor, free industrial training, etc. Specific requests are welcome.

KENTUCKY

32 KENTUCKY DEPT. OF ECONOMIC DEVELOPMENT

Kentucky's move forward in industrial development is attributed to its excellent mideast location and superior highway system, availability and productivity of its labor force, favorable tax packages, reasonably priced building sites, financing, and employee training. Kentucky offers a complete site location service through the Kentucky Economic Dev. Cabinet.

5 GREATER LOUISVILLE ECONOMIC DEVELOPMENT PARTNERSHIP

Established in 1987, the Greater Louisville Economic Development Partnership (formerly the Campaign for Greater Louisville) is a public-private partnership which coordinates the business attraction and marketing efforts of four Kentucky and three Southern Indiana counties. Contact Brad Richardson, Sr. VP, at (502) 566-5038 for more information.

MISSISSIPPI

33 MISSISSIPPI POWER COMPANY

For more information about economic development opportunities in Mississippi, write or call Mississippi Power Company, P.O. Box 4079, Gulfport, MS 39502, (601) 865-5850.

TENNESSEE

34 MEMPHIS AREA CHAMBER OF COMMERCE

See why Memphis is America's Distribution Center and why it's running distribution rings around Atlanta, Chicago and Dallas. Send for our new Memphis transportation video and monograph, our complete facts files, or our Memphis "On Fast Forward" video.

WEST NORTH CENTRAL

IOWA

35 IOWA SOUTHERN UTILITIES

Iowa Southern Utilities Company can provide an extensive review of 24 southeastern Iowa counties and over 120 corporate communities, including a listing of available buildings and properties, local assistance programs and other development information. A videotape of currently available buildings and sites is also available on request. For this and other development information, contact: Gary Williams, Manager, Economic Development Dept., Iowa Southern Utilities Co., 300 Sheridan Ave., Centerville, IA 52544, (515) 437-4400, Fax: (515) 437-7096.

KANSAS

36 BOARD OF PUBLIC UTILITIES, KS

Work with Kansas' largest municipal electric utility. Benefits of moving to Kansas City, KS include economic incentives, transportation network, varied work force. Receive free "Profile and Development Incentives" brochure by contacting: George Powell, (913) 572-9151.

MISSOURI

38 BOOTHEEL REGIONAL PLANNING AND ECONOMIC DEV. COMMISSION

The Bootheel Region provides low-cost utilities; market accessibility; intermodal transportation; job training; financial incentives, quality labor force at low costs; 5 enterprise zones; 53 industrial building; and excellent quality of life and business climate. Dan Bollinger, P.O. Box 397, Malden, MO 63863.

37 SOUTHARD CO.

"A New Alternative for Qualified Assistance in Real Estate" offers corporations nationwide marketing and brokerage services for surplus facilities and site search assistance for new facility requirements. Contact Judy Southard Franco on 215-576-7181 for more information on available buildings and sites in your target area.

39 SOUTHEAST MISSOURI REGIONAL PLANNING AND ECONOMIC DEV. COMMISSION

The Southeast Missouri Region offers low-cost utilities; 3 enterprise zones; 55 industrial sites and buildings; an excellent business climate and quality of life; financial packaging; intermodal transportation; and a skilled labor force with available job training. Tom Tucker, P.O. Box 366, Perryville, MO 63775.

WEST SOUTH CENTRAL

ARKANSAS

40 ARKANSAS ELECTRIC COOP. CORP.

The electric cooperatives cover 62% of Arkansas land area. We maintain a professional staff to provide complete and confidential assistance when searching for investment opportunities. We have incentive rates for large and small customers that complement the state's pro-business atitude.

8 ARKANSAS LOUISIANA GAS COMPANY

The areas we serve offer a central U.S. location, a reliable labor force, low utility rates and a wholesome and enviable quality of life for you and your family. For information on all the advantages of locating in our region call or write today. Steve Glenn, Manager, Industrial Programs, P.O. Box 751, Little Rock, Arkansas 72203, (501) 377-4709.

LOUISIANA

42 SOUTH LOUISIANA ECONOMIC COUNCIL

Offers a full-color brochure to acquaint you with what is available in the four parishes of Lafourche, Assumption, St. Mary, and Terrebonne. The brochure includes a fold-out map highlighting industry locations and transportation facilities.

41 ST. CHARLES PARISH

Saint Charles Parish's focus on the future is evident in the recent development of its comprehensive Strategic Plan, designed to serve as a continuing guide for enhancing its business image. It analyzes the climate of the parish, its land and infrastructure, markets, capital base and—most important of all—its people. The parish has over 13,000 acres of land dedicated to industrial uses. It is part of the Port of South Louisiana which consistently ranks among the nation's top five ports. A Foreign Trade Zone is located within the parish. Incentives offered by the parish and the State of Louisiana are among the most liberal anywhere. These include cost-free training of emplouyees, 10-year property tax exemption, enterprise zone incentives and more. The formidable blend of strategic location, resources and incentives makes Saint Charles an outstanding business opportunity for any company considering a new southern facility.

OKLAHOMA

43 TULSA CHAMBER OF COMMERCE
Tulsa's the center of attention right now because of low real estate costs—commercial, industrial, and residential. Don't wait—find out more today by contacting Mickey Thompson, Economic Development Division, Metropolitan Tulsa Chamber of Commerce, 616 S. Boston, Tulsa, OK 74119, 918/585-1201.

TEXAS

46 ABILENE
Complete information on a package deal in the heart of Texas with available sites and buildings, a favorable tax structure, wage and benefit data, and other pertinent amenities for manufacturers. Ask for the facts on the Profit Center of the Southwest.

9 GULF STATES UTILITIES
Computerized listing of buildings and sites which can be faxed in a matter of minutes. Personal tours of buildings and sites between Houston, TX and New Orleans, LA. Request our brochure describing our free services.

45 HOUSTON LIGHTING & POWER CO.
Serving the largest city in the U.S., Houston Lighting & Power's economic development professionals can help you with cost comparative analysis, sites, financial incentives, electric rates and more. Send for information about Houston's business advantage.

44 SOUTHARD CO.
"A New Alternative for Qualified Assistance in Real Estate" offers corporations nationwide marketing and brokerage services for surplus facilities and site search assistance for new facility requirements. Contact Judy Southard Franco on 215-576-7181 for more information on available buildings and sites in your target area.

MOUNTAIN STATES

NEW MEXICO

48 PUBLIC SERVICE COMPANY OF NEW MEXICO
Customized confidential packages prepared to answer your questions quickly and clearly.

MULTIPLE AREAS

4 CSX TRANSPORTATION
CSX has a 20-page brochure providing a cross-section of typical construction costs for manufacturing and warehousing buildings in 20 eastern, midwest, and southeastern states. Also, data on available buildings from 1,500 - 1,000,000 sq. ft.

How to use Plant Location's time-saver Brochure Service

to get brochures and literature free from our advertisers

1 *To get information from ALL advertisers in a state or province, circle the state's abbreviation*

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See no-postage cards on next pages ...

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Public Service Co. of New Mexico

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Name Title
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Telephone #
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Name Title
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For further information contact:
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